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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, APRIL 10, 1908.

NO. 15.



Add it to your regular lines—

Robinson's Patent Barley

is a food for all the family— young and old love it.
Every grocer should stock it as it pays a good profit.
Write for particulars and sample.

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The reason for preference for these brands is "Quality the Best."

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ESTABLISHED 1858

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Candied, Drained and Dripped Peels

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Maconochies' peels cost little more than low grade brands of badly manufactured skins. Good profits are made on good goods. Your customers will appreciate the best. Insist upon getting Maconochies'

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(Continued on page 4.)

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page 4.)

Manufacturers' Agents—Continued.

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Orders receive prompt attention.

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Splendid connections and references. Try us with a ship-
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JOSEPH M. WALSH
A Great Tea Expert

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ublishing Co.,
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London, Ont., March 17th, 1908

Messrs. The Canadian Cannery, Limited
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With regard to your letter from Mr. Malcolm-
son which appeared in the "Canadian Grocer"
of March 13th, 1908, we may say that we have been
selling Hygeian Canned Beets right along to
our customers.

Hygeian Beets are the kind we have been
trying to get for several years, and we have
no hesitancy in pronouncing them the finest
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as nice as new beets at this season, and much
more satisfactory.

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We remain,

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The uniform excellence of Quality is one of the many points which raises

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The wise grocer is the man who picks out the best lines to sell his customers. And a trial order will convince you that Old Homestead Brand, Canned Fruits and Vegetables, is a line which thoroughly satisfies your customers, and pays you an excellent cash profit.

ASK YOUR JOBBER FOR OLD HOMESTEAD BRAND.

The Old Homestead Canning Co.
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Our enormous and rapidly increasing sales, amounting to over 18,000,000 packets annually, prove that besides being longest before the Canadian public and having by far the largest sale

"SALADA"

is the most reliable and the quickest selling of teas. Then we do what no other concern does "take it back if it doesn't sell." Ask our imitators to imitate us in this. There are two matters where they stop short at, one is quality and the other a guarantee that their brand will sell.

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Molasses
No. 4 Strong Bakers
No. 1 Golden Cane
Syrup
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Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

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A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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Any information will be
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UNEXCELLED FOR QUALITY
EVERY PACKAGE GUARANTEED

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You cannot afford to take a chance with cheap imitations.
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Pure Orange Marmalade

Jam, Jellies and Sealed Fruits
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We claim its superiority to all
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BECAUSE It is the most ef-
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to the fabric.

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lasting and durable quality.

BECAUSE It is a pure and
satisfactory detergent of the
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price.

The Welcome Soap Co.
Limited

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EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

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Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

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- Want to Sell a Business
- Want a Situation
- Want a Clerk
- Want Store Fixtures
- Want to Sell Store Fixtures
- Want to Sell any Article

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Grocer Small Ads.
will satisfy your
wants. They give
results.

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APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**



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For general satisfaction there is no line of Brooms on the market to equal the Keystone Brand. The various grades are not made one quality to-day and another to-morrow. When a customer orders **Sterling** or **Klondike** Brooms, he knows that he can rely upon the weight and quality being up to the standard. They always please.

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More Matches and Better

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Limited

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MONTREAL.**

Factory:
**DRUMMONDVILLE,
P.Q.**



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and a very important part—is convincing your customers that you are up-to-date. The best proof that you are up-to-date is a good working stock of

2 in 1 SHOE POLISH

2 in 1 being the best shoe polish, there is constant and ever increasing demand for it among up-to-date dressy people.

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Buffalo, U.S.A.





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Essex
Pork and Beans

We couldn't corner Pork and Beans so we cornered the **flavor**.

Everybody says they are delicious.

It certainly pays the grocer to recommend **Essex Pork and Beans**.

Now's the time to send in that trial order.

The Essex Canning and Preserving Co., Limited
28 Wellington St. E. Toronto, Canada

Information For You

Sterling Brand

PICKLES

are a necessity.

W H Y

Always Guaranteed For PURITY.

The T. A. Lytle Co., Limited
Toronto



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Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.
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Winnipeg Man.

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

TO THE TRADE:

Do You Thoroughly Understand That

Your Success With

**CEYLON
TEA**

Is Dependent On

Expert Blending ?

The Climate and Water of your Locale, the Tastes of its People, Require a Tea differing in Certain Essentials from One Grateful Elsewhere.

Blends in Infinite Variety

Can be Made of the Products of the

CEYLON TEA ESTATES

that stretch

From Sea Level to 7,000 Feet Above.

Diamond Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for "**DIAMOND E**" Blend Coffee this brand has long since been tested by the public, and the verdict has been "**Perfect.**"

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING
COMPANY

Technical Book Department
10 Front St. East, - TORONTO

You Can't Cut Out
A BOG SPAVIN or
THOROUGHPIN, but

ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered. Book 4-C free.
ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: LYMAN BONS & CO., Montreal.

When writing advertisers kindly mention having seen the advertisement in this paper.

There has been a demand for
sometime for a Jelly Powder to
retail at five cents. Here it is

WHITE CROSS JELLY POWDER

5 cents
a
package

each package makes a pint of
excellent jelly — pure and
wholesome, fifteen flavors to
choose from, five cents each,
with a good profit to the dealer.

Have some

**THE ROBERT GREIG CO.,
TORONTO LIMITED**

PURE TOMATO CATSUP

made from whole tomatoes is a great
seller just now. It has that piquancy,
that appetizing "bite," which tickles
your customer's palate and makes
them come back for more.

MORE BUSINESS AWAITS YOU

if you handle our "Purity" lines. A
sample order of our Pure Tomato
Catsup, Cider Vinegar or Pure Fruit
Jams, would give you convincing
proof in the speed of their sale.

PRICE LIST ON REQUEST.

**The Belleville Fruit and
Vinegar Co., Limited**

BELLEVILLE, - ONTARIO

New Maple Syrup



All this month there will be a
particularly strong demand for
pure new Maple Syrup. Sell
your customers

Pride of Canada

Brand and you will give them
the best.

IT PAYS

**The Maple Tree
Producers'
Association, Ltd.,**

Waterloo, Quebec



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TORONTO

Cut Out

PAVIN or
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J.R., for manknd,
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Glands, Allays Pain.

by
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S & CO., Montreal.

ertisers kindly
the advertise-

The splendid values we are offering in

PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

THE
CANADA SUGAR REFINING CO.

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous **Quaker Brand Salmon** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing **Quaker Brand** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - \$2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET
Balmoral
scotch
MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL

SOLE AGENTS FOR CANADA



To the Wholesale Grocery Trade of Canada

Are you open for anything in
CANNED FRUITS or
VEGETABLES — If so
write to

The Essex Canning and Preserving Co., Ltd.
28 Wellington Street East, TORONTO, Canada

We can make it profitable and
interesting for you.

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and
EARLY DELIVERY.

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.;
Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

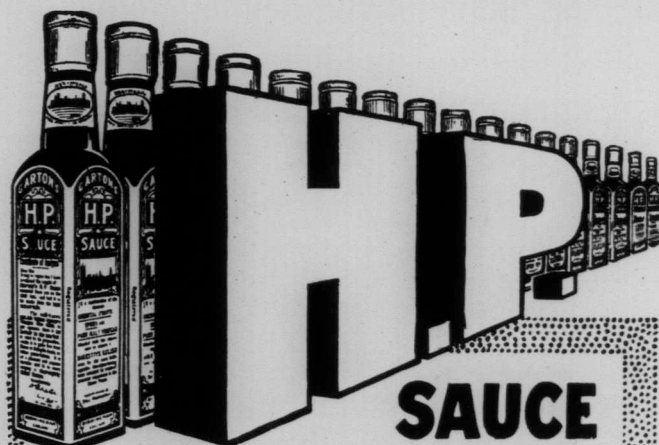
THE CANADIAN GROCER

SARDINES

Fine French Fish	¼s	20-30 Fish	Portuguese	¼s	12-14 Fish
“ “ “	¼s	14-18 Fish	“	¼s	10-12 Fish
Domestic ¼s Oil and Tomato					

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO



SAUCE

THE PEOPLE NEED H.P.

Bright, "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

Messrs. W. G. Patrick & Co., Toronto and Montreal
R. B. Seeton & Co., Halifax, N.S.
The Codville-Smith Co., Ltd., Calgary, Alberta
Kelly, Douglas & Co., Ltd., Vancouver, B.C.
Ellis & Co., Ltd., St. John's, N.F.

Midland Vinegar Co., Birmingham & London, Eng.



NATION'S

Simply Delicious

In Packets and 4-oz. 8-oz. & 16-oz. Tins



Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

The Question Is

Can you afford to carry on business without a

"Duplex" Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.



The Carter-Crume Company Limited,
Toronto and Montreal

ESTABLISHED 1840

So often when approaching a grocer on the subject of higher grade brooms, we are met with the statement : "Oh ! we have no trade for goods like that. Our customers won't pay more than twenty-five cents."

Don't Make Such a Mistake !

Consumers in all parts of the country will pay the price if you show them that they get value for their money, but they will never find it out unless you give them an opportunity.

Thousands of people use

twenty-five cent brooms, not because they cannot afford to pay more, not because they wouldn't pay a higher price, but simply because not being offered anything better they do not know that .

"PANSY" BROOM

which retails at forty cents will outwear two of the twenty-five cent article, and will give them much better satisfaction as well as save them money.

If you are amongst the ones who think they have no trade for good brooms, send us your next order. Let it include some "Pansy," and you will be surprised and pleased at the result.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. W.

Toronto, Ont.

Factory :
15, 17, 19, 21 Jarvis St.

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

PERFECTION

is difficult of attainment in anything. In cans we have succeeded in coming nearer to the mark than others.

Acme Cans are of uniform quality, sanitary, and of good appearance. Each and every can is tested before leaving the factory.

The possibility of poor cans being turned out is minimized to the greatest degree by the use of finest raw material and the employment of skilled help.

By Filling Your Order
We Can Prove This.

ACME CAN WORKS
Montreal

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"THE CAN WITHOUT
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE 
Norton Manufacturing Co.
HAMILTON

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavors.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	\$1.80	Retails 10c. per pkg.
JELL-O, Ice Cream Powder, 2 Doz. case	2.50	Retails 15c. per pkg.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont.

Indisputable Proof of Purity

is what we can furnish to any sceptical person who disbelieves our claim that E.D.S. Brand of Jams and Jellies are the purest sold in Canada. Sell

E.D.S. Brand Jams and Jellies



and you'll get the trade of purity loving people.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;
Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.;
A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

E. D. Smith's Fruit Farms, Winona, Ont.

**QUAKER
CANNED
GOODS**

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

Take the Initiative

Why not **your** store have the reputation for selling "Good Tea"? Why not give your customers **quality** talk instead of **price** talk? If your opposition is willing to sell inferior butter at a cheap price, is that any reason why you should run the risk of losing your best trade and do the same? It is equally true of tea. These two articles are your best ads. Quality is remembered when price is forgotten. This is truer to-day than ever.

Here are a few facts: Teas that you formerly sold your customers at 25c. have advanced during the past year about 5c. per pound. Do you think you can give your customers as good value for 25c. in the face of this? It is well to look at these matters squarely. When you do, you will realize there is only one course open, and that is—tell your customers plainly that you cannot give them as good value at 25c. as you have previously done, and sell them a better grade of tea. This establishes a reputation for Quality.

Let the other fellow sell the 25c. Tea and establish a reputation for Cheapness.

Your customers will find Red Rose Tea the same high quality it has always been,—no change in labels or grades. We simply discontinued 25c. tea when we could not honestly give the value for the money.

Take the initiative; start **to-day** to make **your** store the **quality** store, and push the better grades of tea.

Branches : 3 Wellington St. E., Toronto
315 William St., Winnipeg

T. H. ESTABROOKS,
St. John, N.B.



TELL THEM!

are you
Looking
For a Clerk
For a Position
For a New Store
For a Buyer for your
Business
For an Agent or an
Agency.

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

APPRENTICES

can Bank Money in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.

We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.

If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.

Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

A Word of Warning

As you are aware, there is a large quantity of rain-damaged stock of Raisins in California, and on these, both LOOSE and SEEDED, low quotations are being made.

“We want to say right here that under no circumstances shall we ship anything but the **finest quality, all strictly Standard Raisins.**” Signed, GRIFFIN & SKELLEY CO., San Francisco, Cal.

1,000 boxes Griffin & Skelley's "GRIFFIN" Brand
Fancy Seeded California Raisins, cases 36 1-lb.
cartons at 10c. lb.

To arrive within a few days.

Terms: F.O.B. Montreal, Net within 30 days.

Lenten Lines

There is still a full week of it ahead. While it's a trifle late to stock up, you may run short on some specialties, and we want you to ring us up or write.

Here's Another One.

Guaranteed PURE FRUIT and SUGAR.

700 pails Goodwillie's Plum Jam, each 7 lbs., at 8c. per lb.

100 pails Goodwillie's Plum Jelly, each 7 lbs., at 8c. per lb.
in Crates of 6/7.

TERMS: F.O.B. Montreal, Net within 30 days.

HUDON, HEBERT & CO.
LIMITED
MONTREAL

The most liberally managed firm in Canada.

Tartan

BRAND

SIGN OF PURITY

ORDER NOW.

TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

TARTAN Maple Syrup all sizes

TARTAN New Pack Glass Lobsters

SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO., Wholesale Grocers, Hamilton

STOCK THE BEST.

"KIT"

COFFEE



An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

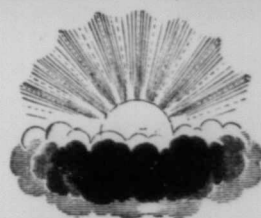
WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

A Word to the Wise
The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.
Quebec City, Albert H. Dunn, 87 St. Peter St.
Ontario, A.E. Bowron, 18 King William St. Hamilton
Winnipeg, Mason & Hickey, 108 Princess St.



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

THE CANADIAN GROCER

WHITE CHERRIES, 2s, H.S.

To Retail at 15 cents.

Warren Bros. & Co., Limited, - Toronto
Wholesale Grocers

There Is Coffee

and there is Coffee ; good, bad and indifferent, but Chase & Sanborn's high grades have been the standard of excellence for nearly half a century.

CHASE & SANBORN

The Importers

Montreal

STOVE POLISH

Black Lead is the best form of Stove Polish and

“JAMES DOME” LEAD

is the best brand on the market.

WORKS WELL.

SELLS WELL

PAYS WELL.

W. G. A. LAMBE & CO., Canadian Agents



Prompt Shipment

When in need of goods quickly, try us.
Orders received prior to 4.30 p.m.
shipped same day.

Telegraph or telephone at our expense.

JAMES TURNER & CO.

Hamilton, Ont. LIMITED

Butter Dishes

The spring rush for Butter Dishes is on. If you want prompt shipment, order immediately. Ask for our prices on the **Solid Oval Dish**. This is made in one piece and does not leak. It is easily emptied as there are no corners to hold back the contents. It is the neatest, most compact article for holding butter, lard, jam, honey, pickles, meat and other food products of the same nature. Car load orders shipped direct from the factory.

Thomas Bros., Limited
St. Thomas, Ont.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

- | | |
|---------------------------|--------------------------|
| Getting Holiday Business, | Package Sales, |
| Special Sales, | Money Making Ideas, |
| Expositions, | Contests, |
| Souvenirs, | Sensational Advertising. |

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of \$2.50.

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept., 10 Front St. E., Toronto

Effective Window Dressing

A Novel Balloon and Airship Window Which is Easily Constructed and Should Prove a Very Attractive Feature—
The Show Window a Valuable Factor in Advertising the Grocery Store.

People are reading a good deal these days about airship flight and the development of aerial navigation and a great deal of interest is manifested in the experiments conducted from time to time. With this in view the window illustrated below, the sketch and idea for which are borrowed from our contemporary, the Grocery World, of Philadelphia and New York, will from its novelty attract a good deal of attention and comment and ought to sell goods. A window such as the one suggested would have all the people in a small town talking about it in a couple of days and would entice the children to come out of their way home from school to see it.

One would scarcely guess at first glance that the idea is for a display of

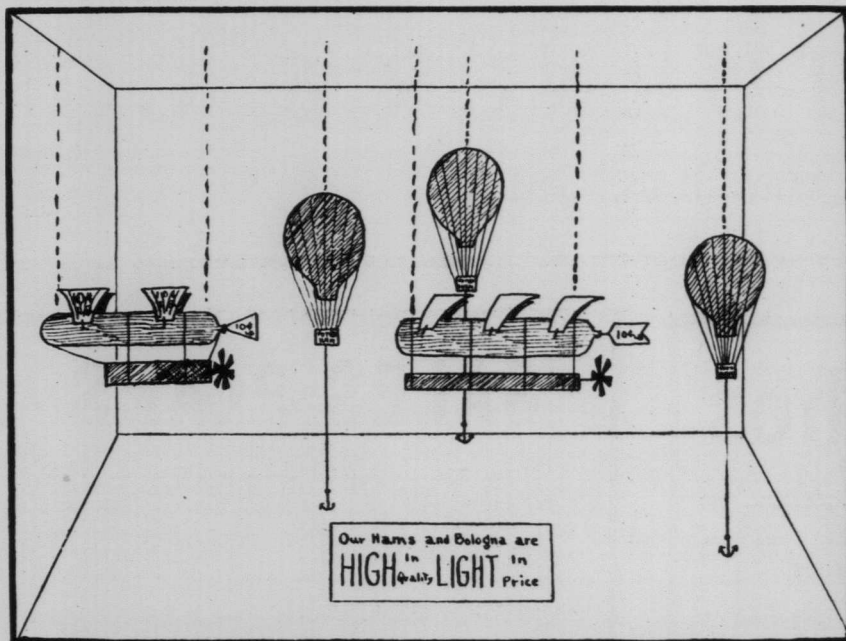
The airships are made from bologna suspended by two fine wires, one at each end. The wings, rudder and propeller are cut from white cardboard. To fasten them split one end of a short piece of skewer, insert the cardboard and stick the skewer in the bologna. In this case the car is represented by a package of macaroni or an empty carton. The cars are hung from the bologna by white twine. The propellers may be glued on a cork and this, in turn, on the carton. The idea can be greatly elaborated. For instance, the floor might be covered with green crinkled paper to represent grass and a few paper houses might be set around as fancy dictates. Roads might be marked out with sand, and a few twigs might be stuck in to represent trees.

The big store goes to the length of employing an artist who spends all his time and thought in getting up an exceedingly attractive window display. And these window displays sell goods enough to make the window dresser and his big salary a good investment. We called these window trimmers artists, and many of them are nothing less, as an inspection will soon show, but it is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

There is no line of merchandise of which an attractive window display may not be made. As an illustration of the way in which these displays sell goods, I might instance my own case—for I am a seasoned bird, and am not easily caught by the advertiser. On my way home I pass three grocery stores. When I am in need of a stated article I stop at the one where I habitually trade—for all of us have our preferences. The store where I trade ordinarily has attractive windows, which always makes a special display in its windows, no matter what the season. It is much farther from my home than the one where I usually trade, and as a consequence I have farther to carry any purchase I may make there—and yet I very frequently stop there and buy something just because the window display makes me think I want what is there shown. The purchase is almost always an extra—something which I had no idea I wanted until the display reminded me of my need, or created the need, which is better still. In other words the window sold the goods.

There are any number of people walking the streets of your town whose money burns in their pockets fairly yearning to be spent. Show them something to spend it on, and make them think they want it, and the trick is done. These are the people to whom your window should sell goods.

Of course, the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is someone within reach who can do many times better than he is doing now with the means at his command. It may be his assistant, his wife, or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appear to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.



A Balloon and Airship Window for Grocery Display.

hams and bacon and yet the plan can be very easily and inexpensively carried out.

The balloons are made of short, chunky hams, which give an excellent idea of the extended gas bag. First take out the string and insert a piece of wire. Wrap the wire around the ham tightly and twist it at the large end. You can now hang it up from this end by a fine wire, which will be almost invisible. The cars beneath the balloon proper are small cans of potted meat. These may be opened, the contents removed and holes punched around the top for strings, which are to run over the balloon to form a sort of supporting net-work, or if you do not care to open the small cans, several lines of twine may be run around them and the supporting strings tied to this. All the strings going over the balloon cross at the centre of the top and may be given a twist around the wire to hold them in place.

A sign in the foreground of the window will, of course, be a helpful feature. One such as suggested in the sketch seems to be quite appropriate.

ADVERTISING THE STORE.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

Grocery News from Coast to Coast

Letters From Our Own Special Correspondents in the Larger Towns and Cities of Canada—New Ideas in the Trade and Business Changes Noted.

CHATHAM.

The recent repeal of the clause in the market by-law prohibiting grocers and retailers from purchasing on the city market before 10 o'clock on Saturday morning has elicited some discussion through the columns of the public press. One local paper devoted a fair share of its front page to the views of an unnamed "prominent citizen," strongly condemnatory of the change. Another opponent of the change is ex-Ald. Wm. Potter, himself a grocer. Mr. Potter was largely instrumental in procuring the original restriction, and holds very strongly that the general public should have first chance at the market. Magistrate Houston takes the opposite side just as strongly. The magistrate makes the statement that the old by-law, while restricting grocers and other local retailers, could not legally affect outside buyers for shipment; and hence, discriminated against local men in favor of outsiders. The discussion seems to have died down, however.

Last week the city experienced a butter famine, several grocers on Thursday morning reporting themselves completely sold out of dairy butter, while the creamery product commanded the exceptional price of 35c. Bean prices advanced sharply from \$1.30 to \$1.50 for the hand-picked grade, and other qualities correspondingly.

An attempt to burglarize the grocery of John McConnell, Park street, was made Saturday night. Towards closing time Mr. Ferguson, a clerk, and Lorimer, the delivery boy, found two men trying to fix a rear window, evidently with a view to effecting an easy entrance when everyone was in bed. They cornered the two men for a few moments in the stable, but the men set upon Lorimer, hammering him pretty badly, and made good their escape. There are no clues to their identity. Incidentally, the local police have received notice from the other side that an organized band of crooks are heading for Ontario, and merchants are warned to be on the lookout and keep their doors and windows locked.

Wm. Morrice, who for the past two years has conducted a butcher shop on Queen street, has purchased the business and shop of Taylor & Stedman, at the corner of Park and Prince streets. He took possession on Monday. Mr. Morrice intends remodelling the shop. He will put in a new front, new fixtures and solid granite counters.

W. H. Curran, Joseph street, has purchased the stores at the corner of Van Allen and Grand avenues, at present oc-

*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

cupied by A. J. Wilson's grocery and Frank Hallinan's meat shop, together with the adjoining house, the consideration being about \$2,000. There has been considerable rumor of late regarding a desire on Mr. Curran's part to re-enter the meat business, but it is understood that he has purchased this property purely for investment, and that the tenants will be undisturbed.

Following the example set by Chatham some time ago, seventy-seven business men of Sarnia have signed an agreement not to purchase tickets for entertainments, or things offered for sale at their business places during working hours.

Edward Mitt, baker, of Ridgetown, is adding new mixing and molding machinery and a gasoline engine to his plant.

H. Waddell last week purchased the general store and stock of W. C. Shaw, Sombra.

A new canning factory will be built and operated this year at Stoney Point. The stock is largely held by residents of that place and Tecumseh. During the coming season, it is stated, only tomatoes will be handled.

Colin Getty has opened a factory for the conversion of tobacco into twist in the Irwin block, Leamington.

R. P. Adams, butcher, of Tilbury, has branched out into the grocery business, and is doing considerable advertising in the local press.

GALT.

Quiet, but steady, might be given as the grocery probabilities in Galt at the present time.

Quebec maple syrup and sugar, guaranteed absolutely pure, is finding an unprecedented sale in Galt this year, and local merchants are ordering in considerable quantities. The Government report of purity is evidently accountable for the large sale. Local maple products are coming in, but are mainly disposed of on the market, the price being 40 cents per quart.

Eggs have dropped and may no longer be regarded as luxuries. The price on the market on Saturday was 15c per dozen, and large quantities were offered for sale.

A deputation from the town council was in Hamilton and Brantford last week inspecting the markets in those

cities, with a view to obtaining information which would be of benefit in increasing the growth of the Galt market. They obtained much valuable information, which will be acted upon.

Vance Chapman, at one time with Sloan Bros., grocers, now studying for the Baptist ministry, has been visiting at his home here.

"Only two more weeks," said a grocery clerk to your correspondent. His meaning will be understood when it is stated that he was engaged in locating a fish in the bottom of an almost empty barrel.

GEORGETOWN, P.E.I.

Business is improving every day now and grocers and others are feeling more like themselves again. At present the indications are that we shall have an early spring, and the sooner things settle down to normal conditions the better.

One feature of last week's conditions was an absolute scarcity of prime or hand-picked beans. A car is expected every day from Pictou. Butter also was at a premium.

At this writing the price of standard sugar is \$5.05, and yet most grocers continue to retail it at five cents. Some are making money handling sugar. It is not the P.E.I. retailer.

The annual Seed Fair was opened at Summerside by His Honor Lieutenant-Governor Mackinnon in his usual happy manner. The attendance at the fair and number of exhibits was twice that of last year.

Eggs are going down rapidly. The mild weather has set the hens up in business in good style.

An unusually strong contingent of drummers visited the town recently. One result of their visit is the picture of a dainty little miss, washing the globe with Natha Soap hanging in the grocery stores.

INGERSOLL.

The recent prediction of your correspondent relative to the maple syrup outlook was knocked awry by conditions which prevailed at Saturday's market. Instead of the supply being limited, as many expected, it was the largest in

years, and for once the producers found it necessary, after an early hour, to hustle for business. This they did by traveling the streets. In the early morning sales were made at \$1.25 but the price soon dropped to \$1 a gallon, and it is said that during the afternoon some makers disposed of as much as possible at 80c per gallon rather than take the balance of their supply home again. The unusual plentiful supply is accounted for by a combination of circumstances. In the first place, the season has been an exceptionally favorable one, while on the other hand, many more trees than formerly have been tapped. Notwithstanding the fact that there are not a great number of large maple bushes in this section the run of sap was unusually large and the farmers had a busy week gathering the sap and boiling down. It is said that one farmer, who was meeting with difficulty in disposing of his supply of syrup, stated that he did not wish to take it back home as he already had 35 gallons. "I never before made syrup of such a fine flavor," said one producer, to your correspondent, and the quality of the article justified the remark. In every way the buyer has benefitted this season, first, in the reduced price, and secondly in the superior quality.

Weather conditions last week interfered with business to no small extent. The country roads, as a rule, are still in bad shape, and it is a well-known fact that when both the roads and the weather are bad country people prefer postponing their trips to town. This is what a great many did last week, although the extra volume of business on Saturday partially atoned for the falling-off early in the week. However, trade has been very satisfactory, the grocers state, and a busy season is looked for. Of course, the farmers will soon be busy on the land, but, then, farmers nowadays are so nicely situated that they can usually make a run to town, and in the spring and summer many of them come in early in the evening.

At last the price of eggs has dropped to a point when practically all consumers should be satisfied. At Saturday's market many lots were sold at fifteen cents, and judging from the large quantities offered this will doubtless be the ruling price for the Easter season.

HAMILTON.

Grocers here are pleased at the active interest displayed by The Canadian Grocer in regard to the Co-operative Act now before the Senate, and at the same time feel that if the activity had been evinced in other quarters a little earlier in the game, it might have been of more benefit.

A large section of the retail trade feel annoyed at the fact that neither the Dominion nor the Ontario Grocers' Guild paid any slightest attention to this threatening legislation. I maintain these are the people who should have put up a fight for the rights of the retailers. They have a powerful association, with all the ma-

chinery for defending themselves against all aggressive legislation—but evidently did not think it worth while to protect their customers. Here is a point that should impress itself on the mind of every retail grocer in the Province, that is, hold up both hands for a Provincial Association. Look at the action of the labor unions. They send a deputation to Ottawa and get any legislation they ask for, even a Department of Labor. I think the retailers, if only united, could not only be heard at the Capital, but could also exert rather a powerful influence on this same wholesale guild which now ignores their interests.

Now is the time for the grocer to think about the matter of shorter hours. The days are growing longer and he and his clerks would be able to enjoy a little bit of daylight, if he would make up his mind to close at six o'clock. Try it. Life is too short to spend all of it behind a counter. Have the courage of your convictions. Never mind what the other fellow does—close up and you will find your customers won't leave you. Explain the case to them and you will be the winner. A better day is on, catch on and enjoy it.

At the last meeting of the local association, E. J. Moore, editor of The Canadian Grocer was present and addressed those present on the subject of forming a Provincial Association and on the Co-operative Act. This bright young man pleased the grocers very much and they hope to make him welcome again in the near future. Some very kind things were said of him, but as he may censor this article I will not repeat them.

Maple syrup is coming in freely and is certainly of fine quality, but the farmers are holding up the price. \$1.50 a gallon for good stuff.

KINGSTON.

This week Miss Webster is demonstrating Suchard's cocoa at Albert Glover's store. She intends staying in Kingston for a month so Suchard's cocoa will be well known. Miss Webster is one of the best demonstrators on the continent. It is simply wonderful how she mixes, makes, talks and gets people to pour the delicious liquid down their throats and follows up by the sale of a tin of cocoa or tablet of chocolate.

Talking about the crooked dealings of some beings the real estate man on the market declared he found a boulder weighing 25 pounds in the centre of a bale of hay purchased recently. A grocer standing near by said he found a brick in a roll of butter and once a roll of butter mixed with cornmeal. Still another knight of the tin scoop said he bought a barrel of apples good on

top but bad underneath. The farmer called them "seek no further's."

Ed. Putnam, Seeley's Bay, has rented his bakery and intends giving all his attention to the grocery and confectionery business and he will no doubt succeed. Seeley's Bay lost its only hotel by fire a few months ago. There are five general stores, several churches and a brick and tile works. It is a very busy and pretty point on the Rideau River and is visited by many tourists.

After long waiting, A. Maclean & Co., wholesale and retail merchants, received word from Ottawa recently that they were awarded the contract for supplying the Kingston Penitentiary with groceries and pork for the ensuing year. They were \$600 below two other tenderers.

Bob Sutherland's gold medal mentioned in last issue of The Grocer was, we omitted to state, won in a curling tournament.

Tom Stuart, traveler for Geo. Robertson & Son, is on the road again, having been laid up with a sprained ankle for many weeks.

The big milk cans full of maple syrup and the farmers with tin dippers were plentiful on the market Saturday. It sold for \$1 to \$1.20 per gal.

If this frosty weather keeps on there will be a big output of syrup.

Complaint was made by a consumer recently that stones of flour put up by certain mills were 3 to 4 ounces short. Where there is a big output these ounces soon run into tons but we don't feel that this was done intentionally, but just through carelessness.

How many grocers or their employees check goods as they come in, such as biscuits? It would be well to do so.

Pense & Nickle have their war paint on and the tribes will have a big fight for the seat in the Ontario Legislature. There will be a pure election and scalps will be in order after all quietens down.

Professor Mitchell, superintendent of the Kingston Dairy School, reports a good season. The school turned out many new and bright students.

The farmers for miles around Kingston are well pleased with the price of milk, \$2, paid at the dairy school. The highest price paid since the school was opened.

The cheese and butter made under the instructors, Stonehouse and Publow,

was much commented on for the fine qualities contained in each.

The ice bridge between the islands and city is still intact but weak in places and only one Islander has ventured across.

NEWCASTLE, N.B.

Henry Wyse, grocer, baker and confectioner, of Newcastle, is a candidate for the aldermanic elections which take place next month.

J. D. Paulin, who lately established a general grocery business here, has been doing remarkably well since his start.

ST. CATHARINES.

J. T. Festing, successor to the firm of W. J. and J. McCalla, who for a number of years past has carried on business as a general grocer, has closed the retail branch and will, hereafter, conduct a wholesale grocery business. Mr. Festing has, during his number of years' residence in St. Catharines, become favorably known as a practical business man.

The other two wholesale grocer firms, W. H. Merriman and John Ross, report that business has been, and is, in a flourishing condition.

Michael McGuire & Company, have sold their retail grocery business to Wm. Parks, who comes well recommended. McGuire & Co. have turned their attention to a general jobbing business and with their recognized ability will make a success of their undertaking.

Though money was tight in the market during the past few months there has been but one failure among the St. Catharines merchants who, true to their mode of conducting business, have weathered the financial storm and have come out with success.

The two merchant milling firms, Black & Forsyth, and The Hedley-Shaw Milling Company, have been running their mills day and night lately to meet the demands of the trade.

The market still continues to be active. Hay sold at \$15 per ton, butter 35c per lb., eggs 20c per dozen. Meats continue at the old prices.

Spring is opening earlier than for some years past. There is no ice on the canal, no frost in the ground and there is every appearance that farm and garden operations will be a month earlier than in 1907.

LONDON.

The stock of Lind, Kerrigan & Co., wholesale grocers, who recently assigned, was sold at auction on Thursday afternoon, April 2nd. The bidding was quite spirited, the stock, valued at \$30,000, being finally knocked down to E. L. Liddicott, the east end retail grocer, who is generally supposed to have been acting for T. B. Escott & Co., at 78 cents on the dollar.

As a result of the recent sharp advances in the price of sugar retailers are now giving one pound less for the dollar than formerly, which means that consumers will hereafter find only seventeen pounds in a parcel.

On Saturday afternoon last ex-President C. W. Nicholls, of the Western Ontario Commercial Travelers' Association, was made the recipient of a magnificent oak cabinet of silverware and cutlery. The accompanying address, which was couched in most flattering terms, was beautifully engraved in colored inks and handsomely bound in Morocco. Mr. Nicholls for two years has held the office of president and was most efficient in his duties.

Christian & Pomeroy are the latest addition to local business firms. They are located on Dundas street, and besides a large stock of groceries, will carry dry goods and crockery ware.

Goldon Drake, the Rectory street grocer, intends removing to the Hamilton road, near Rectory street.

The Tuckett Cigar Company have given up their branch business here, their 40 hands having been paid off and notified that the company is quitting London. The concern's output here was over two million cigars annually. Their intention is to confine manufacturing operations to Montreal and Hamilton.

Moderate activity is reported in both wholesale and retail lines.

REGINA.

Business conditions as existing in Regina to-day in all lines of trade are most unique. It is probable that never before in the history of the place have the conditions been exactly what they are at the present time and some features of the situations are far from encouraging. On the whole, however, there is a spirit of confidence in the future and merchants generally believe that a couple of months will see better times.

For the past six months there have been many varying situations. Early in October the pinch began to make itself felt, and rumors of the damage to the crops, which were thought to be greatly exaggerated, were proved only too true as the returns from the threshing began to come in. The prosperity of the farmers means the prosperity of the general public in the west, where wheat growing is essentially the means of livelihood, and the failure of the crop of 1907 was

one of the hardest blows yet received by the country. The season throughout was, of course, most unparalleled in the history of the country and it was too much to expect that the wheat would come through undamaged. The frosts came early and the wheat ripened late, and the result was that glorious-looking fields of growing grain were worthless.

All this, of course, had its effect on the business situation, and merchants who were carrying the farmers learned that they must be satisfied to renew notes and give credit for another year. This meant approaching the banks for a further line of credit, and as it was about this time that the financial panic in the United States was at its height, the banks became more conservative. In the face of these conditions and the pressing of the wholesales in the east, the merchants of the west were up against a hard proposition. Many were faced with the prospect of liquidation or assignment, and it is a credit to the people of the country, no less than to the wholesale merchants that more were not forced to close their doors.

After the discouraging trade of the fall the stores looked for a small Christmas trade, but in this they were agreeably disappointed. The people were doing Christmas shopping as heavily this year as they ever did, and although the purchases were not as large and expensive, they were a good deal more numerous. The result of this was that merchants, and particularly those handling holiday goods, were assisted in weathering the financial storm and January was entered on a fairly firm footing. January is not looked upon as a very heavy purchasing month and the stores were content to struggle along through that inaugural month. Collections during the month proved better than expected, and the same may be said of February. During that month stock-taking sales were the order, and many merchants came by ready money because of these bargain days and the reducing of stocks.

March, the month in which it is expected that conditions become brighter, has not proved as good as February, and there little money was paid. The farmers are purchasing their seed grain, either from the Government or from private individuals, and this is taking all the cash they have to spare.

The beginning of April, however, sees a restoring of confidence and business picking up. The farmers are coming into the city in larger numbers and preparations are being made to get the seed into the ground early. Business is brisker than it has been since last October, and generally things look brighter.

During the winter there have been a number of assignments, but the firms closed out are small and in no case has there been a large mercantile failure throughout the west. The big stores are absorbing the little ones and the merchants who advertise and go after the trade in the right way are coming out the best.

Commercial travelers from eastern Canada find business as poor to-day, however, as it ever was before, but the reason is not hard to find. A prominent Regina merchant, in conversation the

(Continued on page 38.)

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BONUSING INDUSTRIES.

J. P. Downey, M.L.A., introduced a bill in the Ontario Legislature, making it unlawful for a municipality to offer inducements to manufacturers to establish themselves there, but it was defeated. Mr. Downey's policy is good, though he goes a bit too far, but sane business men will favor the introduction of the bill again next session, in a somewhat modified form. The editors of the MacLean papers have been in close touch with this question for many years, and have been steadily educating the business community to the evils of a system which offers inducements to a concern to remove from one centre to another, or the granting of sums of money to aid men or syndicates who had not yet shown their capacity to handle their own money successfully. The opposition to Mr. Downey's bill came from the representatives of the smaller localities, and it is they who are usually guilty of this unbusinesslike procedure. Let Mr. Downey aim next issue to prohibit cash bonuses or loans by municipalities to any industry.

Years of experience with this question leads those who have studied it, to the conclusion that the granting of concessions to manufacturers in the way of exemptions from taxation, and possibly water rates, are fair, and should be encouraged. In fact, exemption of all manufacturing plants anywhere in Canada, from taxation of any kind, would materially aid the development of

manufacturing in this country and be profitable to the municipalities and country as well. On the other hand, the payment of a cash bonus has in nearly every instance been money mis-spent. The establishment and building up of manufacturing benefits the people of a town by the increased business it brings to the place through the money earned by the manufacturer and his employes, and spent by them in the town and among the farmers within radius of twenty or thirty miles. That the farmer particularly benefits by the growth of a town is shown by the increasing revenue of the farmers in its vicinity, and in the value of their lands as well. More important still are the better educational and other facilities for the residents that the larger centres afford.

A small municipality may be excused for offering inducements to a concern situated in a very large centre where taxes are very high. In fact, it would be better for the country, as a whole, to have its manufacturing industries distributed as much as possible.

We are decidedly opposed to bonuses, except in very rare instances. It is not money that successful manufacturers want in this country. It is experienced and intelligent managers and workmen. In the case of new industries, the men who desire to establish them, if they have the experience and have shown their capacity to do things, will find no difficulty, in ordinary times, in securing all the capital necessary.

The industries that are most to be encouraged are those which can turn the raw material produced in the district, or that can be produced in the district, into the finished article, and the ideal condition is when the manufacturing concern is composed of local shareholders who put in their own savings or surplus. This necessitates good management that has been thoroughly tried. This has been done to a very considerable extent, and most successfully, in Oshawa, and in a smaller way in many places for the manufacture of cheese and butter.

HIGH SUGAR BOOSTS CANDY PRICES.

The present high prices of sugar are affecting more than the grocers. As may be imagined, the recent heavy advances have hit confectionery manufacturers rather hard and as a result almost all lines of candy are bound to advance shortly.

Already one or two of the larger firms have taken action and last week raised the prices half a cent a pound on the cheaper lines on which profits are cut pretty close. Other firms are considering the matter but as yet have made no move.

On the higher grade of goods a better profit is made and fluctuation in the basic component, sugar, is not so directly felt. If further advances in refined occur, however, which seems the only possible course as a result of the condition of the sugar markets at present, a general advance in all lines will be made.

ONTARIO TOBACCO CROP LIGHT.

Reports from Western Ontario seem to give indications of a light tobacco crop this year. One correspondent says: "Where last year there were hundreds of beds at this season, this year they are few and far between. Growers declare the crop is too uncertain and that they are at the mercy of the buyers."

STRONG PROVISION MARKETS.

The provision markets have assumed a notably firmer tone this week in all lines. For instance, cheese is reported firmer and with short stocks held locally and arrivals of new cheese a month in the distance this condition looks somewhat stable. Supplies of butter, too, were found to be shorter this week and prices were raised from 2 to 3 cents. New butter seems slow in coming in and reports from some districts give indications of a light make of butter. Eggs which have been plentiful for a couple of weeks seem a little less so and prices are slightly firmer. Lard prices too, have gone up a notch and a feeling of firmness is evident in all pork products consequent on the heavy advances in hogs by Canadian packers during the past two weeks.

BE CAREFUL IN LOCKING UP.

The epidemic of attempts to rob banks and other places of business, which has been particularly evident during the past two weeks, seems to point to the fact that a larger number of crooks than usual are in the country. Reports from several Canadian centres also say that the police have been warned of the movement of a body of suspicious characters from the United States to Canada.

It might be well for the next few weeks to be particularly careful in locking up. See that windows are properly fastened and stable doors are securely locked before you leave your store for the night. The unexpected may not happen, but it's worth while to be careful.

Wm. E. McElwaine, grocer, St. John, N.B., has assigned to W. E. O. Jones.

THE SITUATION IN THE WEST

Formation of Winnipeg Stock Exchange—Crop Indications Promising—Financial Situation Much More Encouraging—Heavy Railroad Business.

The Western Viewpoint, by our Special Winnipeg Correspondent.

One of the announcements of the week that indicates the growth of Winnipeg and which at the same time may afford a solution of the vexed problem of the Grain Exchange. The president is A. M. Nanton, one of the best known financial men in the Canadian West today and the secretary, W. Sandford Evans. The Stock Exchange was under consideration last fall and a charter was secured during the previous session of the local house but it was not thought well to proceed at that time on account of the money stringency. Arrangements were made, however, to secure quarters in the new Grain Exchange building, which was then going merrily on its way to completion. The new Stock Exchange will not open for actual business until August first. It is known that some of the more prominent elevator concerns are actively interested in the Stock Exchange and it is generally felt throughout the city that here may be the way out of a grave difficulty. The fact that the new exchange will open for business just a month before the new crop will begin to come on the market is in itself suggestive. The financial backing of the Stock Exchange is of the best and it may be that this organization will buy the Grain Exchange building when it is put up at Sheriff's sale. In the meantime there is no manner of doubt the old exchange is breaking up from the inside with even greater rapidity than was expected. The very fact that it is doing so bodes ill for the forming of a voluntary association, without charter, to operate as an exchange. Although the old organization worked under a charter it was always more or less of a voluntary character, that is, men belonged to it and observed the rules because it was an advantage for them to do so. Now there is no control over the quotations, the commission rule is abolished and no new rules can be made without the consent of the prothonotary. The cohesion seems to have disappeared, one member is cutting into another member's business, writing his customers and the like, and the whole Exchange is demoralized.

As a lesson to those who have asked for and those who have passed the vicious confiscatory legislation it might be well if one crop had to be marketed without the well regulated facilities that have been in use for so many years. But this would mean a great loss to the country as a whole, so that thoughtful people are earnestly hoping the matter will be settled in some way and trade conditions running smoothly before the next crop has to be marketed.

The outlook for seeding the crop is exceedingly bright at the present time. In Southern Alberta seeding has al-

ready started in a number of places. In Northern Alberta, if the present weather continues, the seeding will start in a few days, and indeed, that is true of almost every section of the West. In some small areas the March snowfall was so heavy that it will probably be April 15 before they can begin, but as these were among the sections that were dry last year no one is doing any kicking on the score of the snow.

The Government grain seed distribution is progressing splendidly, all wheat will be in the farmers' hands by April 15 and all the oats and barley before May 1. Conditions in the West could not be better, for the time of the year, than they are this season.

If there is one thing in the Canadian West that gives satisfaction more than another, it is the fact that in spite of the money stringency the principal and interest of loans has been so well met throughout the entire season. Even the most optimistic of the loan company managers now admits that the continual supply of money from this source has been a surprise to him. This condition has produced its legitimate result and those who had invested heavily in the West before are seeking further investment and money is plentiful for loans of good quality, especially on farm lands. The principal and interest was a little slower in coming in last year but it came and now loan companies are looking for business. Funds are coming in for investment all the time and it is very noticeable the extent to which British capital is now seeking investment in the Canadian West. Indeed, some of the loan companies are receiving considerable correspondence at the present time from India from parties seeking reliable investment. The tight money situation was not caused because money did not exist but because it was being hoarded, owing to a scare. Periods of this kind are always followed by abundance of money and the present is no exception, only the money has come out of hiding rather more quickly than usual after a panic and it is particularly gratifying to those who have always had faith in the West that so large a stream of money, seeking new investment, should be coming our way. Though little was said about it, loaning on high-grade securities went on steadily all winter. It was always possible for first-class security to get a loan, indeed, one loan company has always had at its credit at least \$250,000 for this purpose. It is not thought, even by those who have the largest amounts for investment, that rates are likely to be much lowered because the demand for money for the carrying on of development work is so great that there will not be any

difficulty in placing even the large investments offered. At present the rates run from 7 per cent. in the choicest sections of Manitoba to 8 and 9 per cent. in the farther west.

Some idea of the amount of railway construction that is not only projected, but is now actively under operation in the Canadian West, is given in the fact that one of the big contracting firms has at the present time 12,000 men under engagement and the major portion of them at work in the West.

All the railways report an increasingly heavy traffic business and though the past winter curtailed receipts in the matter of freight handling, the passenger departments more than made up for it, especially in traffic from West to East, that being heavier than from East to West which is the reverse of former experience during the winter months.

One of the events of the week is the C.P.R. announcement of party rates for parties of ten or more traveling on a single ticket from points in the east to points in the west. The basis is one fare for the round trip by the all Canadian route. This is making the companies that have not all-Canadian routes sit up and take notice, as it is very questionable whether they can get their American colleagues to give them the same rates through Chicago and St. Paul.

It is supposed that the C.P.R. is doing this specially with a view to developing certain portions of territory in the West, where they are laying out new townsites. The company are offering 51 new townsites this season, the most important being Wilkie, in the heart of the Cut Knife country south of Battleford and 80 miles from Saskatoon on the new line of the C.P.R. This offer should give the local merchants on any of these townsites an opportunity to get in good friends of his from the East. There are few who do not know at least ten who would be desirable settlers, from their old home town.

The proposed purchase of the electric street railway by the City of Winnipeg is one of the much discussed subjects at the present time. There is no doubt the feeling in favor of the city owning this system is very strong.—H.

TRADE NOTES.

Geo. R. Small, of the Canada Maple Exchange, Montreal, was in Ottawa on Monday.

T. J. Bellanger, late with Mr. Pearce, has opened a grocery store on River's Hill, East Ward, Parry Sound.

After just two years in business, Harry Stevens, of Stevens & Hayden, of Woodstock, N.B., has sold his share of the grocery business to O. A. Townsend, who is thoroughly well up in that branch of trade and who doubtless will receive a generous share of the public patronage. Before engaging in any other undertaking, Mr. Stevens will make a visit to friends in Glassville and vicinity.

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grocer, St. John.
W. E. O. Jones.

CORRESPONDENCE

(Continued from page 35.)

other day, remarked that the reason the commercial men are not getting the business is because the stocks of the stores that failed have been bought out by the larger business houses, and consequently all are fairly well supplied with goods.

Real estate is picking up again, and during March a large number of good sales have been made. There were but few sales throughout the winter, and it was thought that prices were considerably dropped. Sales reported this spring, however, indicate that there has been no drop in prices, and that values are to-day about what they were a year ago.

VANCOUVER.

The rise in the price of sugar may result in a small war in Vancouver. It is proposed to bring a large shipment of sugar from Scotland, and this will arrive somewhere between the 19th and 25th of this month. The B. C. Sugar Refining Company has advanced prices one-half a cent during the past week or two, in two jumps of a quarter of a cent per pound in each instance, in sympathy with the increase in the price of sugar, because of the failure of the cane crop in different producing countries. The importers of the consignment from Scotland purpose selling at a quarter of a cent less per pound than the local refining company. This is small, but it is an item in such a staple as this. Whether a reduction will be made to meet this remains to be seen, but it is anticipated.

Another feature is the reduction of a cent per pound in pure lard, as the result of the competition between the Frye-Bruhn Company, of Seattle, and the Swift Company. This flurry is, perhaps, altogether local, but it has resulted in the selling of the pure brand at the usual price of the compound, namely, 12c or 12 1/4c. It is not expected that this reduction will be maintained for any great length of time.

Last fall there was a fear in Dawson that the condensed cream stock would not be enough to prevent a famine during the winter. Still, there has been not only enough for use in that city, but also some available for shipment to points down the Yukon River. At the same time, the selling price is at \$1.50 per case profit, which is about twice as much as in other winters. It was expected, too, that the hay and oats stock would be light and that a stiffening in prices would take place, but prices are moderate at \$100 and \$110 per ton, respectively.

In short, anticipated shortness in stocks have not materialized. It was thought that the butter market would be such that consumers would be almost using axle grease, but the price has moderated so that the wholesale price

is only 52 1/2c for over-ice stock, and 50c for storage.

A prominent salmon canning man from Puget Sound, who was here the other day gave a line on conditions in this important branch of the trade. He said: "There are probably not more than 200,000 cases of salmon all told left in the packers' hands," referring, of course, to the packers on the Sound. "Probably half, if not more than that, are pinks. A few sockeye halves and some other odd lots are left, and there are a few cohoes scattered here and there, but how many it is difficult to say. This is a very light stock when last season's heavy pack is taken into consideration. Owing to the light pack that seems to be looked for this season, prices are holding up well, and there is every reason to believe that prices will open at or above those of last year. While practically every cannery in Alaska is preparing to operate, packers are not anticipating a maximum pack. It is quite generally felt that the pack will be light.

James Persse, Tees & Persse, of Winnipeg, one of the largest wholesale houses in that city, may start a branch on this Coast. He has been out on a trip, ostensibly for pleasure, but has been looking over the ground with a view to establishing branches both in Vancouver and Victoria. For many years the firm has been among the foremost concerns in Western Canada, and the growth of the business west of the mountains has necessitated the locating here of a branch warehouse.

With the development of the fruit growing industry, more nurseries are being set out. G. S. Ehle, who has had experience in Washington and Oregon, has selected Kaslo as the scene of his operations in British Columbia, and will start in with 50,000 grafts this spring.

Tweddle and Hill, who are extensive growers on the Niagara peninsula, have become owners of 100 acres of orchard land near Grand Forks, the reported purchase price being \$175 per acre. It is their intention to establish a modern nursery, and will plant out fifty acres this spring.

A retail grocer mentioned to your correspondent this morning the lack of a good chow-chow tomato mixture. This, he explained, is the preparation from green tomatoes, such as "mother used to make," and not what is known now as the chow-chow pickles. "With all Heinz's 57 varieties and the brands of other large manufacturing firms," he said, "there is not that article for which I have many a call. It is to be found in private domestic use in the fall, when tomatoes are handy, and although considerable is put down, it is soon used up because of its excellent quality. I cannot see why some of the big makers cannot secure a recipe of some good article. If the right thing is produced, something like the home-made which we get offered at times in the fall, the market will be a large one."

SEASON'S FIRST FRUIT STEAMER.

A cable has been received by the Robt. Reford Co., Montreal, announcing the sailing of their steamer Fremona from Sorrento to Montreal. This is the first sailing of the season for this port, the honor going to the fruit steamers which bring Mediterranean fruit to Canada. According to the cable, the Fremona carries with her 43,205 packages of oranges and lemons from Messina, and 22,310 packages from Sorrento. She is due in Montreal on April 26th.

AROUSING GREAT INTEREST.

Posters Out for Montreal Exhibition of Groceries and Things Are Booming.

With the posters out and a host of advertising stickers scattered around the trade in Montreal and vicinity are becoming greatly interested in the Exhibition of Groceries, to be held in the Arena, Montreal, from April 17th to 29th.

A gentleman who is pretty closely in touch with the Montreal trade, said to



W. H. DUNN.

Member of the Advisory Committee, Montreal Exhibition of Groceries.

The Grocer this week: "The trade are pretty nearly crazy in the matter. I never saw such a boom in my life, and if I hadn't pretty cold blood I might get my head turned."

Prospects for a successful show next week appear to be exceedingly bright.

SEIZED SHIPMENT OF CANNED APPLES.

Health Authorities of Winnipeg Condemn Fruit From Ontario.

A despatch from Winnipeg dated April 7th reports that the health authorities in that city seized 330 cases, each containing six one-gallon cans of apples on Monday. The goods are declared by the health officials to be absolutely unfit for food. All bore the label, it is alleged, of the Oshawa Canning Company. It is likely that prosecution will follow.

Markets and Market Notes

Reports From Canadian Markets and Notes From Overseas Sources of Grocery Supplies—Sugar Remains Very Firm and Few Changes Noted in Staple Lines.

QUEBEC MARKETS

Montreal, April 9, 1908.

POINTERS—

Sugar—Very firm.

Provisions—Firmer.

Eggs—Higher.

Butter—Higher.

The sugar market is very strong, and the report from the primary markets of the advance on beets is likely to result in an advance on refined sugar, which may occur any day. Receipts of fresh made creamery are falling off, and as stocks of storage butter held here are light, prices have advanced. Fresh creamery is quoted as high as 32c to 35c lb. Eggs, also, are higher this week, selling at 18c to 20c per dozen. Receipts of fresh laid are heavy, but stocks of storage and pickled are practically exhausted, and this combined with the heavy demand, is responsible for the advance in prices. However, it is not expected that these prices will hold for any length of time, and it is thought that within a week quotations will be much lower. The tea situation is unchanged, trade in this line being quiet. Coffees and spices are dull, and there are no changes in prices. Fruit dealers report a better business this week in almost all lines. Dried fruit business is still very quiet. There are larger quantities of new crop of maple sugar and maple syrup arriving on the market now.

TEA—The tea market has not shown any improvement over last week. Business in general is quiet. Some dealers report having done some nice business in Japans, blacks, and greens, this, however, was not to any large extent, and business on the whole is dull. Prices have not changed, remaining firm.

Choiceest.....	0 38	0 45
Choice.....	0 32	0 37
Japan—Fine.....	0 27	0 32
Medium.....	0 22	0 27
Good common.....	0 21	0 22
Common.....	0 20	0 21
Ceylon—Broken Orange Pekoe.....	0 20	0 38
Pekoes.....	0 17	0 20
Pekoe Souchongs.....	0 19	0 20
India—Pekoe Souchongs.....	0 17	0 18
Ceylon greens—Young Hysons.....	0 19	0 25
Hyson.....	0 18	0 20
Gunpowders.....	0 17	0 25
China greens—Pingsuey gunpowder, low grade.....	0 12	0 16
" " pea leaf.....	0 19	0 27
" " pinhead.....	0 30	0 45

COFFEE—Coffee remains unchanged, there being a fair amount of business done, on a steady market. Prices have not changed.

Jamaica.....	0 12	0 30
Java.....	0 18	0 30
Mocha.....	0 19	0 25
Rio, No. 7.....	0 08	0 09
Santos.....	0 08	0 11
Maraçabão.....	0 11	0 13
Roasted and ground 50 per cent. additional.		

SUGAR—The sugar market is very firm, with an upward tendency. Reports from the primary markets say that beets

have been advanced, and it is the general opinion that this will result in another advance in refined sugar.

Granulated, bbls.....	\$4 80
" " 1-bbls.....	4 95
" " bags.....	4 75
Paris lump, boxes, 100 lbs.....	5 65
" " 50 lbs.....	5 75
" " 25 lbs.....	5 95
Extra ground, bbls.....	5 25
" " 50-lb. boxes.....	5 40
" " 25-lb. boxes.....	5 60
Powdered, bbls.....	5 00
" " 50-lb. boxes.....	5 20
Phoenix.....	4 55
Bright coffee.....	4 50
No. 3 yellow.....	4 40
No. 2 " ".....	4 30
No. 1 " ".....	4 40
" " bags.....	4 35

SYRUP AND MOLASSES—The syrup market is unchanged since last report. A fair amount of business is doing. Prices are unchanged. The malasses situation is unchanged, there being a good demand at the old prices.

Barbadoes, in puncheons.....	0 31	0 33
" " in barrels.....	0 33	0 35
" " in half-barrels.....	0 34	0 36
" " fancy.....	0 34	
" " extra fancy.....	0 36	
New Orleans.....	0 22	0 35
Antigua.....	0 30	
Porto Rico.....	0 40	
Corn syrups, bbls.....	0 03	
" " 1-bbls.....	0 13	
" " 1/2-bbls.....	0 03	
" " 3/4 lb pails.....	1 75	
" " 25 lb pails.....	1 25	
Cases, 2 lb tins, 2 doz per case.....	2 40	
" " 5-lb. " 1 doz. ".....	2 75	
" " 10-lb. " 1 doz. ".....	2 65	
" " 20-lb. " 1 doz. ".....	2 60	

MAPLE PRODUCTS—Receipts of new maple sugar and syrup are heavier this week, and the demand is also better. New Maple sugar is selling well at 10c to 10½c per lb. Quotations for new syrup are lower this week. The line is in good demand.

Compound maple syrup, per lb.....	0 04	0 05
Pure Townships sugar, per lb.....	0 19	0 19
Pure syrup, 8 1/2 lb. tin.....	0 60	0 65

DRIED FRUIT—The dried fruit market is still very dull, there being only the usual consumptive demand. Currants, Valencia raisins and California raisins are a little easier in feeling, as also are prunes. Figs and dates are moving fairly well. Other lines are unchanged.

Currants—		
Filiatras, uncleaned, barrels.....	0 06	0 06
" " cleaned.....	0 06	0 06
" " in 1-lb. cartons.....	0 07	0 07
Finest Vostizias ".....	0 07	0 08
Amalias ".....	0 07	0 07
" 1 lb. packages.....	0 07	0 07
Sultana Raisins—		
per lb.....	0 10	0 11
" 1-lb cartons.....	0 10	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes.....	0 09	0 11
Four crown, fancy, 10-lb. boxes.....	0 08	0 08
Three crown.....	0 07	0 08
Glove boxes, fine quality, per box.....	0 07	0 08
Fancy washed figs, in baskets, per basket.....	0 15	0 18
" " pulled figs, in boxes, per lb.....	0 15	0 20
" " stuffed figs, " box.....	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.....	0 06	
Selected, per lb.....	0 06	
Layers, ".....	0 06	0 06
Dates—		
Hallowees, per lb.....	0 05	0 05
Sals, per lb.....	0 04	0 04
Packages.....	0 05	0 05
Malaga Raisins—		
London layers.....	2 25	2 40
" " Connoisseur Clusters.....	1 01	1 01
" " box.....	1 01	
" " Royal Buckingham Clusters, 1/2-boxes.....	1 37	
" " boxes.....		

"Excelsior Window Clusters".....	5 80	
" " 1/2.....	1 50	
California Raisins—		
Fancy seeded 1-lb. pkgs.....	0 10	0 11
Choice seed-d, 1-lb. pkgs.....	0 09	0 11
Loose muscatels 3 crown.....	0 08	0 09
" " 4 crown.....	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.....	0 32	
Peaches, ".....	0 18	0 18
Pears, ".....	0 18	0 18
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s.....	0 10	0 11
" " " 40-50s.....	0 08	0 09
" " " 50-60s.....	0 08	0 08
" " " 60-70s.....	0 09	0 09
" " " 70-80s.....	0 07	0 08
" " " 90-100s.....	0 06	0 07

SPICES—The market is unchanged this week, both as regards prices and amount of business doing. The demand is fair for all lines.

Peppers, black.....	0 16	0 20
" " white.....	0 22	0 27
Ginger, whole.....	0 16	0 20
" " Cochin.....	0 17	0 20
Cloves, whole.....	0 17	0 30
Cloves, ground.....	0 25	0 25
Cream of tartar.....	0 25	0 32
Allspice.....	0 12	0 18
Nutmegs.....	0 25	0 60

RICE AND TAPIOCA—Rice has not changed since last report, the demand being fair at the old prices. The tapioca market continues the same. The scarcity in the primary markets has not affected the local trade. Prices are the same as last week.

B rice, in 10 bag lots.....	3 30	
B rice, less than 10 bags.....	3 30	
O C rice, in 10 bag lots.....	3 00	
O C rice in less than 10 bag lots.....	3 10	
Tapioca, medium pearl.....	0 06	0 06

EVAPORATED APPLES—The market for evaporated apples has not shown any change since last week. The demand is fairly good at the reduced prices.

Evaporated apples.....	0 07	0 08
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BEANS—The bean market remains steady at \$1.75 to \$1.80 per bag. Demand for this line is dull, and there is only a fair amount of business doing.

Choice prime beans.....	1 75	1 80
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RAW FURS—Reports of the sales have been received and a few changes are noticeable in consequence. Skunk and red fox are advanced in price, while weasel has declined. Spring muskrat is being quoted at 32c to 36c.

Mink.....	3 00	6 00
Marten, pale.....	3 00	6 00
" " dark.....	8 00	20 00
Fox, red.....	2 50	4 00
Lynx.....	5 00	9 00
Otter.....	15 00	25 00
Fisher.....	3 00	7 00
Weasel.....	0 15	0 25
Muskrat.....	0 15	0 28
Canadian coon.....	0 75	1 25
Skunk.....	0 25	1 40
Bear, large.....	4 00	10 00
" " small.....	3 00	5 00
Spring muskrat.....	0 32	0 36

CANNED GOODS

MONTREAL—The canned goods situation is unchanged since last week. All lines are still in good demand, especially fish and fruits.

TORONTO—Canned goods are only moving fairly. The weather has been

THE CANADIAN GROCER

scarcely warm enough yet to cause heavy demand but business is expected to open out when the warm weather really begins.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.
Group No. 2 comprises—"Lynn Valley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—"Globe," "Jubilee," and "White Rose," brands.

FRUITS.		Group No. 1	Groups No. 2
Apples, standard, 3s.	1 22½	1 20	
" " preserved, 3s.	1 40	1 42½	
" " standard gal.	3 30	3 27½	
" " preserved, gal.	4 00	3 97½	
Blueberries—			
2s, standard.	1 20	1 17½	
2s, preserved.	1 70	1 6½	
Gals. standard.	5 2½	5 17½	
Grapes—			
2s, Preserved.	1 55	1 52½	
Gals. Standard.	3 80	3 7½	
Cherries—			
2s, red, pitted.	2 30	2 27½	
2s, " not pitted.	1 80	1 77½	
Gals. red pitted.	8 92½	8 92½	
" " not pitted.	7 42½	7 42½	
2s, black, pitted.	2 30	2 27½	
2s, " not pitted.	1 80	1 42½	
2s, white, pitted.	2 45	2 92½	
2s, " not pitted.	1 95	1 77½	
Currants—			
Gals. red, solid pack.	7 67½	7 67½	
Gals. red, standard.	5 42½	5 42½	
2s, red preserved.	2 15	2 1½	
2s, red, H.S.	1 95	1 92½	
2s, black, H.S.	2 05	2 02½	
2s, black, preserved.	2 27½	2 25	
Gals. black, standard.	5 92½	5 92½	
Gals. " solid pack.	8 42½	8 42½	
Gooseberries—			
2s, H. S.	2 37	2 27½	
2s, preserved.	2 52½	2 50½	
Gals. standard.	6 77½	6 77½	
Gals. solid pack.	8 77½	8 77½	
Lawtonberries—			
2s, H.S.	2 30	2 27½	
2s, preserved.	2 55	2 52½	
Gals. standard.	7 80	7 77½	
Peaches—			
1½s, yellow (flats).	2 20	2 17½	
2s, yellow.	2 40	2 37½	
2½s, yellow.	3 20	3 27½	
3s, yellow.	3 50	3 52½	
3s, yell w (whole).	3 05	3 02½	
2s, white.	2 35	2 32½	
2½s, white.	3 25	3 22½	
3s, white.	3 61	3 57½	
3s, not peeled.	1 80	1 77½	
Gal. pie, peeled.	7 55	7 52½	
Gal. pie, not peeled.	5 55	5 52½	
Pears—			
2s, Flemish Beauty.	1 95	1 92½	
2½s, Flemish Beauty.	2 30	2 27½	
3s, Flemish Beauty.	2 45	2 42½	
2s, Bartlett.	2 15	2 12½	
2½s, Bartlett.	2 50	2 47½	
3s, Bartlett.	2 45	2 42½	
3s, pie.	1 50	1 47½	
Gal. pie, peeled.	4 55	4 52½	
Gal. pie, not peeled.	3 80	3 77½	
2s, light syrup.	1 4½	1 4½	
3s, " "	1 97½	1 97½	
Pineapple—			
2s, sliced.	2 05	2 02½	
2s, grated.	2 15	2 12½	
whole.	2 85	2 82½	
Plums, Damson—			
2s, light syrup.	1 35	1 32½	
3s, light syrup.	1 90	1 87½	
2s, heavy syrup.	1 50	1 47½	
2½s, heavy syrup.	1 85	1 82½	
3s, heavy syrup.	2 15	2 12½	
Gal. standard.	3 65	3 62½	
Plums, Lombard—			
2s, light syrup.	1 40	1 37½	
3s, light syrup.	1 92½	1 90	
2s, heavy syrup.	1 50	1 47½	
2½s, heavy syrup.	1 90	1 87½	
3s, heavy syrup.	2 15	2 12½	
Gal. standard.	3 85	3 82½	
Plums, greengage—			
2s, light syrup.	1 45	1 42½	
3s, heavy syrup.	1 61	1 57½	
2½s, heavy syrup.	1 91	1 87½	
3s, heavy syrup.	2 17½	2 15	
Gal. standard.	4 15	4 12½	
Plums, egg—			
2s, heavy syrup.	1 87½	1 85	
2½s, heavy syrup.	2 17½	2 15	
3s, heavy syrup.	2 50	2 47½	
Rhubarb—			
2½, preserved.	1 80	1 77½	
3s, " "	2 55	2 52½	
Gal. standard.	3 55	3 52½	
Raspberries, Red—			
2s, L. S. (Shafferberrys).	2 15	2 12½	
2s, L. S.	2 30	2 27½	
2s, preserved.	2 55	2 52½	
Gals. standard.	7 81	7 77½	
" " solid pack.	10 55	10 52½	
Raspberries, Black—			
2s, black, H. S.	2 30	2 27½	
2s, preserved.	2 75	2 72½	
Gals. standard.	7 80	7 77½	
" " solid pack.	10 55	10 52½	
Strawberries—			
2s, heavy syrup.	2 30	2 27½	
2s, " preserved.	2 55	2 52½	
Gals. " standard.	7 80	7 77½	
Gals. " solid pack.	10 55	10 52½	

VEGETABLE

Asparagus—			
2½s, tips, California.	3 80	3 77½	
Beets—			
2s, sliced, sugar and blood red.	1 12½	1 12½	
2s, whole.	1 02½	1 02½	
3s, sliced.	1 3½	1 3½	
3s, whole.	1 21½	1 21½	
Beans—			
2s, golden wax.	0 95	0 92½	
2s, " "	1 40	1 37½	
Gals. " "	4 15	4 02½	
2s, refugee or valentine (green).	0 95	0 92½	
2s, crystal wax.	1 05	1 02½	
Red kidney, 2s.	1 10	1 07½	
Lima 2s.	1 35	1 32½	
Corn—			
2s.	1 00	0 97½	
Gal. on cob.	4 92½	4 92½	
Carrots—			
2s.	1 03	0 97½	
3s.	1 11	1 0½	
Turnips—			
2s.	1 10	1 07½	
Cabbage—			
2s.	0 95	0 92½	
Cauliflower—			
2s.	1 50	1 47½	
3s.	1 90	1 87½	
Succowash—			
2s.	1 30	1 27½	
Parsnips—			
2s.	1 00	0 97½	
3s.	1 10	1 07½	
Peas—			
1s, extra fine sifted.	1 10	1 07½	
2s, standard.	0 95	0 92½	
2s, early June.	1 05	1 02½	
2s, sweet wrinkled.	1 10	1 07½	
2s, extra fine sifted.	1 41	1 37½	
Gals. No. 4.	3 75	3 72½	
Pumpkins, 3s.	0 95	0 95	
Gal.	3 05	3 02½	
Spinach—			
2s.	1 55	1 52½	
3s.	2 05	2 02½	
Gals.	5 20	5 17½	
Squash—			
3s.	1 92½	1 90	
Gal.	3 55	3 52½	
Tomatoes—			
2s.	1 10	1 07½	
3s, all kinds.	1 30	1 27½	
Gals. all kinds.	3 80	3 77½	

ONTARIO MARKETS.

POINTERS—

Sugar—Firm and advancing.
Beans—Firm and advanced.
Collections—Fair.

Toronto, April 9, 1908.

The wholesale markets continue quiet this week with demand for staples very dull. This is attributed chiefly to the bad condition of the country roads, which prevent the farmers from getting out and keep the retailers' business dull. The travelers, too, are having some difficulty in getting around and these conditions all reflect on the activity of the jobbers' business.

Sugar continues to hold first place as a market feature and outside this prices of staple goods are generally steady.

SUGAR—The world's sugar markets continue to send in reports which would confirm all that has been said about prospects of very high sugar. Refined at time of writing is quoted on the Toronto market at the same figure as a week ago, but, as was said last week, another advance is expected shortly and may occur within a day or two. Regarding the outlook for the next few weeks Willett & Gray's daily circular received locally on Wednesday says: "Both raws and refined must advance till the point is reached, which will check consumption."

Willett & Gray's review of the situation in raws says:

"The week under review has shown some signs of reaction, such as are al-

ways present in an advancing trend to the sugar market.

"The large and rapid rise both at home and abroad naturally led to much realizing at the top prices and checked temporarily the upward movement—only temporary, however, as all the advance made is fully warranted by the crop situation, and already at the close there is a partial recovery in Europe by renewal of purchases there by American refiners.

"Thus far these purchases have crossed the 100,000 ton mark set by us at first, are now likely to continue from time to time until our later estimate of 200,000 to 300,000 tons is finally reached. Indications still point to a shortage in the Cuba crop which, figuring from a visible of 680,000 tons to this date, may not exceed 1,000,000 tons in all. Dry weather in most sections of the Island continues to unfavorably affect the old and young canes. The number of Centrals grinding is reduced to 135, or six less than at this time last week.

"The actual quotation for 96 degrees Centrifugals has not changed from 4.36c duty paid and 3c e. & f.; but for several days purchases were impracticable and were only able to be resumed by an actual decline of 3d. which came to the European beet sugar markets. Advantage was taken of this reaction and disposition to sell to secure some 150,000 bags of Centrifugals at 3c e. & f. and 10,000 tons or more beets at 11s. 9d. e. & f., equal to 4.40c per pound for 96 degrees Centrifugals.

"Centrifugals and beets are now at about equal parity, and the course of prices from now forward will be governed by the European markets, which in turn are largely influenced by news from this side and from the Colonies as to maturing crops and these information go over the cable almost daily, accounting for the frequent up-and-down fluctuations on the Sugar Exchanges."

Regarding refined, Willett & Gray report: "Quotations have remained unchanged throughout the week, except that at New Orleans for special reasons 10c per 100 pounds is added, and except for a turn of easiness, not weakness, in the raw market a similar rise would have come here, and will undoubtedly be made on a full recovery of values in Europe, which markets influence refined as well as raw sugar values.

"The deliveries have fully equalled the production and business under new contracts has increased.

"It is well to carry as full a line of supplies as is practicable under the thirty-day limit of refiners."

Quotations at time of writing were as follows:

Paris lumps, in 25-lb. boxes.	6 05
Paris lumps, in 30-lb. boxes.	5 85
" " in 100-lb.	5 75
Paris lumps, in 20, 5-lb. boxes.	7 10
St. Lawrence granulated, barrels.	4 90
Redpath's granulated.	4 90
Acadia granulated, (bags and barrels).	4 80
Berlin granulated.	4 81
Phoenix.	4 85
Bright coffee.	4 80
No. 1 yellow.	4 70
No. 1 "	4 60
No. 1 "	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—Business is rather quiet in the staple lines at prices quoted below. Considerable maple syrup is coming into the wholesale houses. The compound stock is quoted on same basis as old stock, but the really pure maple goods is quoted very high.

Table listing prices for various syrups and molasses, including items like 'Syrup - Dark', 'Medium', 'Bright', 'Maple syrup - Gallons 5 to case', and 'Molasses - New Orleans, medium'.

TEAS—Business locally is comparatively quiet and only a hand-to-mouth system is being followed under the present conditions of the tea markets. Thompson Bros.' weekly circular, dated March 26th, says:

"The gradual improvement in tone during the past few weeks has developed into a distinct advance in rates for certain descriptions, especially on the Indian market, where the supply of Assams appears to be closing earlier than expected. Common leaf may be quoted steady without being dearer, and there is no doubt that the price of the coarser sorts is being affected by the considerable quantity of inferior China which has for some time been offering.

"It speaks well for the healthy state of the market that, in contrast to what usually happens at this time of year, little or no disturbance to trade is being occasioned by the near approach of the Budget announcement. Complaints of the quietness of country business still continue, but the fact that in spite of this the tone is improving is but another proof of the tendency of buyers to stock little beyond their immediate requirements. Prospects therefore would appear to be more favorable from the importers' point of view, bearing in mind the coming decrease in the quantity to be brought to auction."

COFFEE—Dealers report business in coffee as very fair.

Willett & Gray say, in part, regarding the current situation:

"The change in the statistics during the month of March shows a decrease in the world's visible of about 560,000 bags, bringing the total down to April 1, 1908, 15,460,000 bags, compared with April 1, 1907, 15,398,000 bags.

The March receipts in Brazil came very close to the estimate made at the beginning of the month, and the arrivals of mills have been liberal under the relative higher values obtainable. The notable feature of the month is the large deliveries here and in Europe, say 1,650,000 bags, so that if the March movement into sight of all kinds was over 1,900,000 bags, the steady drain for actual hand-to-mouth consumption necessitated the withdrawal of about 600,000 bags from reserve stocks in consum-

ing countries. Under the natural influence of supply and demand this should create a very good impression, because supplies will decrease to a greater degree during the next three months, while consumption will keep up on about the present scale.

"Furthermore, under the influence of this it cannot be expected that prices will stand still. Even hand-to-mouth buying, severely restricted as it has been, reveals remarkable distribution of supplies from the seaports and an upward tendency in the markets would hardly fail to stimulate new business in view of the strong legitimate position of coffee.

"Bearish sentiment has brought out some new short selling of options which at this low level can only be a help to the article when the turn comes on inevitable smaller receipts and big deliveries.

"From the extreme high point of the world's visible 16,911,000 bags, there has been a decrease of 1,450,000 bags in four months from December 1, 1907, up to date."

DRIED FRUITS—Demand is reported very good for prunes but otherwise business is dull. Prices are the same as a week ago, as follows:

Table listing prices for prunes: Prunes, Santa Clara - Per lb. 100-120s, 90-100s, 80-90s.

Note—25 lb. boxes for higher than 50 lb.

Table listing prices for various dried fruits: Candied and Drained Peels, Lemons, Oranges, Peaches, Figs, Currants, Raisins, Dates, Malloves, Nuts.

RICE AND TAPIOCA—There is nothing new to report. A steady staple business is being done.

Table listing prices for rice and tapioca: Rice, stand B., Rangoon, Patna, Java, Sago, Seed tapioca, Tapioca, medium pearl.

SPICES—Dealers report business as very encouraging and, indeed, this seems to be the brightest feature of the grocery business. Prices are unchanged.

Table listing prices for various spices: Peppers, black and white, Ginger, Cinnamon, Nutmeg, Cloves, Cream of tartar, Allspice, Mace, Mixed pickling spices, Cassia.

BEANS—The continued buying for American firms has firmed the market up to a considerable extent to a point where it has since remained. Jobbers have not raised their prices noticeably but the position would seem to warrant it.

Table listing prices for beans: Beans, hand picked, per bush, prime No. 1, Lima, per lb.

EVAPORATED APPLES—Really

good stock is scarce and consequently high. Ordinary apples are steady at about 8 1/2c. Jobbers' stocks are not too full.

HIDES AND WOOL—The market continues quiet and unsatisfactory with very light receipts and little demand.

Table listing prices for hides and wool: Hides, inspected, cows and steers, Country hides, City Calf skins, Country Calf skins, De skins, Sheep skins, Horse hides, Rendered tallow, Horse hair.

NEW TOBACCO REGULATIONS.

The matter of the proposed changes in the present tobacco regulations and the establishment of a uniform stamp, which has been before the House several times this session and which has been previously noted at some length in these columns, came up for debate again on Thursday, April 2nd.

Hon. Wm. Templeman, in introducing the matter, said that the changes were advocated simply to benefit the Canadian tobacco growers and that from \$30,000 to \$40,000 revenues yearly would be lost if they were enforced.

Major Beattie, of London; Mr. Bristol, Toronto, and others, opposed the changes, contending that the majority of the tobacco manufacturers were averse to any change being made and foresaw serious results from the proposed legislation.

After some further debate Mr. Templeman introduced a bill embodying the proposed changes.

POINTS IN WINDOW DISPLAY.

It is at night when the outside world is dark that your window will look the most attractive. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired of seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will draw the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes make an appeal that one cannot resist.—H. S. Hall, in the New Idea.

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, April 9, 1908.)

With the advance in sugar has come an advance in various lines of confectionery. Mixed candies are up one-half-cent per lb. and other lines in proportion. With fine spring weather the trade are disposed to be optimistic over the crop and business outlook and this is reflected in more liberal buying.

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2's	2 27	2 25
Cherries New—		
2's, red pitted, per doz. case	2 41	2 39
Currants New—		
2's, red, heavy syrup, per doz	2 19	2 14
2's black	2 31	2 29
Gooseberries New—		
2's, heavy syrup	2 41	2 39
Lawtonberries New—		
2's heavy syrup	2 30	2 27
Peaches—		
2's yellow flats	3 12	3 09
Pears—		
2's, F.B.	1 81	1 79
2's	2 39	2 37
2's Bartlett's	1 96	1 94
2's	2 59	2 57
2's lobe, light syrup	1 51	1 49
Plums—		
2's Damson, l.s.	2 93	2 88
2's Lombard, l.s.	2 03	2 02
2's Greengage, l.s.	3 13	3 08
Raspberries—		
2's red, light syrup	2 26	2 24
2's black, heavy syrup	2 41	2 39
Pineapples, whole, 2 lb., per case		3 65
" sliced, 2 "		4 50
" grated, 2 "		3 85
Strawberries (new), per case		4 83
Raspberry Jam (Smith's)—		
12-oz. bottles per doz		1 65
1-lb.		2 20
44-oz.		4 75
5-lb. tins, each		0 59
7-lb.		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax	1 06	1 04
refugee	1 06	1 04
crystal wax	1 16	1 14
red kidney	1 19	1 19
lima	1 46	1 44
Corn—		
2's	2 23	2 18
Tomatoes	2 99	2 94
Peas (n-w) per dozen—		
(No. 4) 2's	1 66	1 04
(No. 3) 2's	1 16	1 14
(No. 2) 2's sweet wrinkle	1 21	1 19
(No. 1) 2's extra fine sifted	1 51	1 49
Succotash—		
2's	2 63	2 58
Beets—		
whole	2 08	
sliced	2 28	
whole, 3-lb.	2 64	
sliced	2 84	
Spinach—		
2's, per doz	3 13	3 08
3's	4 09	4 04
gallon, per doz		11 10
Asparagus per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " " " "	1 91
" " " " "	2 50
" " tomato sauce, per case	2 50
" " " "	1 90
" " " "	2 50
" Chili " "	2 50
" " " "	1 90
" " " "	2 50
Soups, per doz	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
turkey	3 25
chicken, per doz	3 30
turkey	3 30
duck	3 30
Corned beef " 2's per doz.	2 80
1's " "	1 60
Roast beef " 1's, per doz	1 60
2's	2 80
Potted meats, 2's, per doz	0 55
Veal loaf 1 lb., per doz	1 25
" " " "	2 50
Ham loaf 1 lb.	1 25
" " " "	2 50
Chicken loaf 1 lb.	1 35
" " " "	3 50
Lunch tongue 1's	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " " "	3 10
" " " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " " "	2 50
" " " "	3 05
Sliced bacon, 1-lb. tins, " "	1 10
1-lb glass, " "	3 25

SUGAR—The sugar market continues very firm.

Montreal and B.C. granulated, in bbls.	5 50
" " " in sacks	5 45
" yellow, in bbls.	5 10
" " " in sacks	5 06
Wallaceburg, in bbls.	5 45
" " " in sacks	5 45
Berlin, granulated in bbls.	5 30
" " " sacks	5 35
B.C. quinnies granulated, 5-18's to bale, per cwt	5 55
" " " 5-2's	5 55
" hard pressed lump, 25's, per cwt	6 65
" " " half bbls., per cwt	7 00
" icing	6 30
" bar sugar	6 10
Icing sugar in bbls.	6 10
" " in boxes	6 30
" " in small quantities.	6 70
Powdered sugar, in bbls.	5 90
" " " in boxes	6 10
" " " in small quantities.	6 15
Lump, hard, in bbls.	6 45
" " " in 1-bbls.	6 45
" " " in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 55
" " " 5-lb tins, per 1 "	3 00
" " " 10-lb tins, per 1 "	2 80
" " " 20-lb tins, per 1 "	2 85
" " " 1 barrel, per lb.	0 03
" " " Sugar syrup, per lb.	0 03
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " " 5 " " 1 " "	3 60
" " " 10 " " 1 " "	3 30
" " " 20 " " 1 " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03
Porto Rico molasses in 1-bbls, per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" " " 5 gal. bats., each	0 33
" " " "	2 25

FOREIGN DRIED FRUITS—

Australian raisins—		
Brown Lexias, per lb	0 08	
Extra brown	0 10	
Sultana raisins, bulk, per lb	0 12	
" " cleaned,	0 12	
" " 1 lb pkgs	0 12	
Table raisins, Connoisseur clusters per case.	2 60	
" extra dessert,	3 40	
" Royal Buckingham,	4 00	
" Imperial Russian	5 25	
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35	
" Connoisseur clusters, boxes (5 1/2 lbs)	0 80	
Trenor's Valencia raisins, l.o.s., per case, 28's	1 05	
" " " selects " 28's	3 20	
" " " " 14's	1 15	
" " " layers " 28's	2 25	
" " " " 14's	1 20	
California raisins, choice seeded in 1-lb. packages	0 08	
" " " per package	0 08	
" " " fancy seeded in 1-lb. packages	0 08	
" " " per package	0 10	
" " " fancy seeded, 1-lb. packages,	0 10	
" " " per package	0 08	
Raisins, 3 crown muscatels, per lb.	0 08	
Prunes 90-100 per lb	0 06	
" 80-90 " "	0 07	
" 70-80 " "	0 07	
" 60-70 " "	0 08	
" 50-60 " "	0 08	
" 40-50 " "	0 09	
Silver prunes	0 10	
Currants, uncleaned, loose pack, per lb.	0 07	
" dry cleaned, Filiatras, per lb.	0 07	
" wet cleaned, per lb.	0 07	
" Filiatras in 1-lb pkgs. dry cleaned, per lb	0 08	
Hallowee dates, new per lb.	0 06	
Figs, cooking, in tins, per lb.	0 65	
" " in sacks	0 10	
" table, 1 crown " "	0 11	
" " 3 " " "	0 11	
" " 5 " " "	0 13	
" " glove boxes, per box	0 09	
" " square boxes (12 oz) per box	0 08	
" " 1 lb baskets, per basket	0 15	
" " Apricots, choice, in 25-lb. boxes, per lb.	0 22	
" " standard in 25-lb. boxes, per lb.	0 22	
" Peaches, choice, per lb.	0 15	
" Peaches, " "	0 14	
" Pears, choice (halves), per lb.	0 13	
" " standard	0 12	
" Plums, choice (dark pitted) per lb.	0 14	
" Neotaries, choice.	0 16	

EVAPORATED APPLES—Quoted now at 9c to 9 1/2c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09
" " " 28 " " " "	0 08
" " " 12 oz pkgs., per doz.	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	3 00
" " " 40 " " " "	3 05
" " " 20 " " " "	3 10
" " " 8 " " " "	3 40

CORNMEAL—Quoted at \$1.90 per sack.

POT AND PEARL BARLEY—Pot barley, \$3.60 per sack; pearl barley, \$5 per sack, and \$2.55 per half sack.

BUTTER—Supplies from the country continue to be very liberal and the market is weakening. No. 1 dairy is being bought by the produce houses at 24c per lb., and No. 2 at 20c.

EGGS—The average price paid is about 13c per dozen f.o.b. Winnipeg.

CHEESE—

" Ontario, large	0 15
" " " twins	0 18

GREEN FRUITS AND VEGETABLES—

Winter Apples—		
Straight grade No. 2, per bbl.		5 50
North-rn spies No. 2,		5 00
do. No. 1		6 00
Oranges and Lemons—		
Washington navel, 96's, per case		3 50
" " " 112's to 128's, per case		3 75
" " " 178's to 250's		4 00
California lemons, 300's, 360's, per case		5 50
Bananas—		
Per bunch, by express only		2 50
Grapes—		
Almeria grapes, kegs, per keg		5 50
Pears—		
Fancy Columbia,		4 00
" " " half cases		2 00
Cranberries—		
Jersey cranberries, per bbl.		12 00
Vegetables—		
California celery, per doz		0 80
" " " per case		6 00
Sweet potatoes, per bbl.		6 00
Valencia onions, large cases, per case		4 00
Native onions, per lb.		0 03
Tomatoes, 6-basket crates, per crate		5 00
" " " per basket		0 90
New California cabbage, 150 lb. crates, per lb.		0 02
Cabbage (native), " "		0 02
Lettuce, 1/2 doz., per box		0 75
Radishes, per doz.		0 80
Green onions, per doz.		0 80

WILL RE-ORGANIZE GLUCOSE COMPANY.

New York Concern Will Operate Under New Auspices and Name.

Late reports from New York say that interests identified with the Royal Baking Powder Company, which bought control of the Western Glucose Company, have brought out a re-organization plan for the finances of the latter company. It is understood that henceforth the Western Glucose will be known as the American Maize Products Company, and will have a capital of \$3,000,000. It will compete with the Corn Products Company, the glucose trust.

NEW TORONTO BREAD FACTORY.

The Bredin Co. Buy Property and Will Instal Large Plant.

The Bredin Bread Company, Toronto, has just purchased two acres of land on the north side of Bloor street, just east of Dundas street, and it is understood they will proceed at once to erect a large three-storey bread factory on the property.

The price paid for the land was \$16,500, and the factory will probably cost \$50,000 or \$60,000.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

White & Co., Toronto, are making large preparations for the handling of the Easter business in fruits, and the fish business for Good Friday. Everything in fancy fruits, as well as the more staple lines, will be on hand for the occasion, and with their splendid shipping facilities they will be able to give the trade good service.

"OPPORTUNITY KNOCKS ONCE ON EVERY DOOR—BUT SWEEPS OUT MORNINGS FOR THE MAN WHO HELPS HIMSELF."—Bill Barlow.

The First Allotment of Space in the

Winnipeg Food Show and Grocery Exhibition

June 8—22, 1908

Has Been Made

29 Booths Have Been Let—

Only 17 Booths Remain Unsold.

Cost—Covering all Charges, Building, Decorating, Rental, Etc., Etc., \$140.00. Size, 10 x 14 Feet.

Address W. A. COULSON, Secretary,

Retail Merchants' Association of Western Canada,
53 SCOTT BLOCK, WINNIPEG, MAN.

A FEW COMMENTS ON THE VALUE OF THE WINNIPEG FOOD SHOW OF 1907, BY THE FIRMS WHO EXHIBITED. MANY OTHERS COULD BE CITED.

"We take this opportunity, on behalf of ourselves and Messrs. H. J. Heinz Company, for whom we are agents, of expressing our appreciation of the highly satisfactory manner in which the recent Pure Food Show in connection with your Association was conducted. Your method has undoubtedly been proven to be the most valuable medium through which to place the merits of pure foodstuffs before the consuming public, and we congratulate you on your enterprise and the success which has attended it."—The Codville Co., Ltd., Winnipeg, Manufacturers Gold Standard Products.

"In spite of the hot weather, fully 20,000 people attended the show and of these more than 15,000 were housewives who were after information. The exhibitors had a splendid opportunity to demonstrate the merits of their goods to people who were there to see and learn and hence were interested. It was no idle, sight-seeing crowd but a great throng of serious people who attended the show because they wanted to learn something."—The Canadian Grocer, July 28th, '07.

"The Pure Food Show gave us the opportunity of demonstrating to those not acquainted with the fact, that "Purity" flour makes more bread and better bread than any other brand. The value of the demonstration has been felt in the increased sale of "Purity" and we are pleased to commend your enterprise in educating the public as to the importance of pure foods."—Western Canada Flour Mills Co., Ltd.

"We desire to express our appreciation of the value of your recent Food Show from an advertising standpoint. Our Lock Brand goods were well and favorably known to the general trade prior to the show, but the show gave us the opportunity of demonstrating to the consumer the superiority of same and this was of value to us and we wish you success in future shows."—Foley, Lock & Larson, Ltd., Winnipeg.

"The show has done us a world of good. We sold a big pile of goods through the Grocers, and the demonstrations made to the consumers at the show has increased our sales in this territory many, many fold. We are certain that no more direct and positive method of increasing sales could be used."—E. J. Clark, Western Agent Thos. Woods, Teas and Coffee, Montreal and Boston.

"We are more than satisfied. Have booked a pile of orders and introduced the 57 varieties to crowds of responsive consumers."—Colver Gordon, Advertising Manager, The H. J. Heinz Co., Pittsburg.

"Good thing. We sold our entire display several times over and feel more than satisfied."—H. Musham of Holbrooks Limited, Toronto.

"As a direct result of the Food Show we have our goods in practically all the grocery stores in Winnipeg and nearby towns."—Standard Soap Co., Calgary.

"I am heartily in favor of the Food Show. The expense of an exhibit is more than repaid by the direct results that follow."—Hugh Hickey of Mason & Hickey, Brokers, Winnipeg.

"Our goods had merit and your Food Show gave us the chance to demonstrate that fact to the consumer and the trade. That it was a good thing for us is evidenced by the largely increased trade we now have in Western Canada."—S. E. Bradley, Western Agent Maple Tree Producers Association, Waterloo, P.Q.

HAMILTON FAVORS ASSOCIATION.**Question Presented at Regular Meeting of Retailers Last Thursday.**

A representative of The Grocer paid a pleasant little visit to Hamilton last week and had the pleasure of spending Thursday evening with the members of the Retail Grocers' Association at their regular monthly meeting in the Board of Trade rooms.

Hamilton has a strong association, from the standpoint of membership, and they ought to have, for there's a lot of stores in the Ambitious City that will compare mightily favorably with anything else in Ontario, or, for that matter, anywhere. When the grocers organize a picnic or a smoker over there everybody in the trade turns out, and things go with a hum.

When it comes to the really practical and useful side of the organization, however, the members are a little less enthusiastic. This shouldn't be so. They've got a president, John Forth, who's as full of energy and vim as a Kentucky two-year-old, and whose bright and busy little store up on Queen Street gives evidence of this. Their secretary, M. R. Hill, is—well, everybody in the trade in Western Ontario knows "Bay" Hill, and we don't need to describe his excellencies. And beside this, there are a lot of reliable men, the best, and, some of them, the oldest grocers in Hamilton, who stand by the association in all matters. Some of the newer members, however, seem to forget that they could get a lot of really practical benefit from being faithful to the association.

Thursday evening's meeting included considerable routine business. Perhaps the most important item of a local nature was the announcing of the date—the same date they always have, and always will have, for the association's annual excursion to Niagara Falls. Last year they took a goodly portion of the city's population on this outing, and it is hoped that the success may be repeated this year. There was also considerable discussion over the peddler nuisance, which is said to be particularly prevalent in Hamilton. Information will be secured as to what has been done in other towns and steps taken in the near future to provide some remedy for the nuisance. The Co-operative Act now before the Senate at Ottawa was also discussed at some length and it was decided that if anything further were to be done in opposing the act the association should have a part in it.

The Grocer representative brought before the association the proposal, which is gaining some headway in Ontario, to organize a Provincial Retail Grocers' Association. The material advantages which would be realized from such an organization were touched on, the matter was discussed from all standpoints and the members of the association were asked to consider it. After the presentation of the matter it was talked over at some length by the members present. All who spoke were enthusiastic as to the benefits which could be derived from such an organization, and while no definite action was taken at this meeting, it is probable that the matter will be

treated in a practical way later on. One thing is certain, if the organization of the association goes forward the Hamilton grocers will have a part in it.

FOR STANDARD LOAF OF BREAD.**Provisions of Mr. McNaught's Bill Reported to Ontario Legislature.**

W. K. McNaught's bread bill, which has been in course of preparation for some time and has stirred up considerable interest among the trade in Ontario was reported by the Municipal Committee of the Legislature to which it had been referred, on Tuesday. The provisions of the bill as reported are given herewith:

All bread, except fancy bread, shall weigh either 1½ or 3 pounds. This standard bread may be labelled, but the label is optional. When the label is used it must show the maker's name, weight and that the loaf is a standard one. Fancy bread must weigh 16 or 20 ounces, and be labelled. Bread-makers shall have scales and weights for weighing. No adulteration or deleterious material shall be used.

The council of any municipality may appoint inspectors who shall have power to test bread in the bakeries. Any loaf which is under weight shall be subject to seizure, but the maker shall not be liable to any other penalty under the act unless any ten loaves, when weighed together, shall fall below the aggregate required by the act.

A provincial analysis of bread ingredients shall be accepted as evidence.

A breach of any provision of the act will call for a fine of not more than \$5 or 30 days' imprisonment.

The act shall come into force on July 1, 1908.

FIRE IN BRANDON GROCERY.**J. F. Price Suffered Serious Loss Last Week.**

Fire broke out in a store room over J. F. Price's grocery store on the corner of Rosser Avenue and Ninth Street about 7.30 o'clock on Sunday afternoon, doing damage to the extent of about \$400 to the building. Stock valued to the extent of \$2,000 was more or less damaged by water.

The fire apparently started in a corner of one of the second storey rooms, between the ceiling and the floor on the outside wall. The firemen gained entrance to the building first through an upstairs window. The chemical was at once emptied and checked the flames for a time. Two holes were made through the outside wall and the hose introduced, and the water turned on. The flames went up the wall on the outside burning cornice, and parts of the floor were also damaged.

The water leaked through the ceiling down upon the goods in the store, soaking nearly everything.

The building belongs to the Dickenson estate and is one of the landmarks of the city. It is insured.—Brandon Times.

SOME HARDSHIPS OF TRAVELING.

Sitting in an office or working behind the counter one is apt to picture the traveler's life as one overflowing with the good things of life. Eating at hotels, seeing the country and charging expenses up to the house, looks good to the fellow who has to stay in one spot on the map and eat at home always. But try the road for a while and the average man will long for the simple meals, the cosy bed and regular hours of the man who can walk or take a street car from his house to the store every day.

Hotels in Eastern Canada are none too sanitary and meals are not what they should be, but the average Eastern salesman has only from Monday morning till Friday night on the road, and he has a touch of home life at the week end. Not so with the Western travelers, however. His territory is large, the towns small, the hotel accommodation limited, the dangers of typhoid great, and the temptations to "go wrong" unlimited. Driving over the prairie in all kinds of weather, getting up to catch the 2 a.m. train, waiting at dreary depots hours for accommodation trains, finding all the good rooms gone and having to sit up all night or bunk with the bugs, drinking water loaded with typhoid germs or accepting the invitation of the good-hearted merchant to "have something," are all incidents in the life of the salesman in the West, apart from the difficulties of transporting baggage, making sales and "making good" with the firm.

Only a few of the rough spots have been touched upon, but volumes of "experiences" could be written by every traveler who has been given a "territory" in a "new" country. Of course there are bright spots and a fraternity feeling amongst the "boys" helps to make life worth living. "Bill, take care of the fellow upstairs, I've got to leave town and he's got the symptoms. He's a new one or he'd have piked for headquarters a day or two ago," illustrates the fellow feeling existing amongst the men who do not know who typhoid's next victim will be. And "I've had to pack several trunks and ship them to the house," the words of a prominent Western hardwareman, indicate that constant treating at the bar and fear of changes of drinking water, with other incidentals of Western traveling life, help many to go to the bad.

No, the life of the traveler isn't all peaches and cream. At best, it is a wearisome existence and the retailer who considers his own and his fellowman's interest will always have a pleasant word if he hasn't an order for the men who call on him loaded with order books and stocks of good ideas picked up by calling at other stores.

BRUSSON'S PASTES

VILLEMUR, Haute Garonne, FRANCE

One of the largest and best factories. Equipped with all modern machinery. Taganrok Russian Wheat used.

Daily Capacity, 50,000 pounds

Macaroni and Vermicelli, loose, 25 lb. boxes

1 to 9 boxes per lb. 7½c.

10 to 24 boxes per lb. 7c.

25 boxes and over per lb. 6¾c.

Macaroni and Vermicelli, 1 lb. pkgs. 25 lb. boxes

1 to 9 boxes per lb. 8c.

10 to 24 boxes per lb. 7½c.

25 boxes and over per lb. 7¼c.

TERMS: Net 30 days, Montreal.

Also fancy pastes, Egg Noodles, etc.

TRY A SAMPLE ORDER

L. CHAPUT, FILS & CIE. - MONTREAL

Distributing Agents

This Week Only!

If you are interested, write for samples of our

**NEW
JAPAN TEA
at 19c.**

We solicit enquiries.

No trouble to submit prices.

We carry a large assortment.

S. J. CARTER & CO.

WHOLESALE GROCERS

58 MCGILL ST., MONTREAL

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom"
Washing Powder

which is "for PURIFYING and
CLEANSING UNEXCELLED."

We make the Best High-Grade
Toilet and Tar Soaps.

Our aim is to place the product
of our factory in every Canadian
home.

The

**YOUNG-THOMAS SOAP CO.,
Limited**

REGINA, CANADA

We are offering
Splendid Value in

ROLL BACON

A rapid seller at present time on account
of special low price.

MILD CURED
NEATLY ROLLED
NICELY SMOKED

Trial order will convince superiority.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Hams Bacon

Eggs

For **EASTER**

ORDER NOW

F. W. Fearman Co.

Limited

Hamilton, Ont.

Increased Provision Sales

come your way as soon as you begin
to sell the best of all

HAM AND BACON



Why? Simply because Corona
Brand has that sweet, appetizing
flavor, that juicy tenderness, which
just so tickles your customer's palate
that he keeps on coming back for
more.

PRICES ON REQUEST.

THE MONTREAL PACKING CO.

Limited
MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

RYAN'S Short Roll Bacon

makes an excellent accompaniment to
new laid eggs. Sell your customers
a pound of this delicious bacon and
they'll be back for more of it to a cer-
tainty. It is mild cured, made from
carefully fed young hogs; and is, by
long odds, the nicest and cheapest
meat on the market.

Prices Are Right For Profit!

Ask Us About Them.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

Dairy Butter, Eggs
 ALWAYS A BUYER AND SELLER
 WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
 for
BUTTER & EGGS
 SELLING DIRECT TO
 CONSUMER
 Will handle your produce on commission
 —prompt returns
 Correspondence Solicited
L. A. HEATH
 332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and
 of the best quality can be had
 at reasonable prices of
P. POULIN & CO.
 MONTREAL
 Ask for quotations.

SALT
 Car lots of Fine, Medium or Coarse,
 in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
 128 Adelaide Street E., Toronto

BUTTER and EGGS
 —WE ARE—
BUYERS and SELLERS
 Correspondence solicited from ONTARIO,
 MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
 TORONTO.

ORDER NOW
BROOMS
BRUSHES
BASKETS
BUTTER TUBS
WALTER WOODS & CO.
 Hamilton and Winnipeg

1st, compound, tierces, per lb.	0 08 1/2	0 09 1/2
" " " "	0 08 1/2	0 09 1/2
" " 20-lb. pails, wood	0 09	0 09 1/2
" " 20-lb. pails, tin	0 09	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08 1/2	0 10
" " " 5-lb.	0 08 1/2	0 09 1/2
" " " 3-lb.	0 08 1/2	0 09 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	22	50
American fat back	23	07
Breakfast bacon, per lb.	0 13	0 15
Hams	0 12 1/2	0 14 1/2
Extra plate beef, per bbl.	13 00	14 50

BUTTER—The butter market is considerably firmer this week. Receipts of fresh creamery are light and as stocks of storage are very small, prices have gone up, some dealers quoting as high as 35c per lb. for fresh made creamery. Roll butter, also, is scarce, owing to the poor condition of the roads. It is quoted at 25c to 28c per lb. Fall made creamery is quoted at 30c to 32c.

Creamery, fall make, boxes	0 31	0 32
Fresh Creamery	0 32	0 35
Dairy, tubs	0 23	0 24
Fresh large rolls	0 25	0 28

CHEESE—The cheese market continues steady, with a good demand. No new goods have been received on the market as yet. Prices are the same as at last report.

Cheese, old	0 14 1/2	0 16
" new, large	0 14	0 14 1/2
" twins	0 14 1/2	0 15

EGGS—The egg market is firmer this week, and fresh-laid are quoted from 18c to 20c per dozen. Receipts are heavy, but stocks of storage and pickled are practically exhausted, and this, combined with the heavy demand, is responsible for the advance in price of fresh laid.

New laid	0 18	0 20
Pickled	0 14	0 15

HONEY—The honey market is quiet. Buckwheat honey is the best seller at present. Stocks held are very light, and the demand in general is quiet. Prices are the same as last week.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 08 1/2	0 09
Clover, strained, bulk	0 10	0 11 1/2

POULTRY—The poultry market is still quiet, there being no receipts of fresh stock, local holdings are becoming very light. It is expected when the fresh stock arrives it will be high in price. Quotations are unchanged.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

TORONTO.

PROVISIONS—The high price of fresh meats has stiffened the provision market. A slight advance is noticeable in long, clear bacon. A further advance in provisions is what dealers anticipate. Lard continues firm. No American lard is being dumped on the market here at present. Fresh meats continue very firm.

Long clear bacon, per lb.	0 10 1/2	0 10 1/2
Smoked breakfast bacon, per lb.	0 14 1/2	0 15
Roll bacon, per lb.	0 10	0 10 1/2
Small hams, per lb.	0 14	0 14 1/2
Medium hams, per lb.	0 13	0 14
Large hams per lb.	0 12 1/2	0 13
Shoulder hams per lb.	0 09 1/2	0 10
Bacon, plain, per lb.	0 16	0 16 1/2
" pea meal	0 16 1/2	0 17
Heavy mess pork, per bbl.	18 50	19 00
Short cut, per bbl.	21 00	21 50
Lard, tierces, per lb.	0 11 1/2	0 11 1/2
" tubs	0 11 1/2	0 11 1/2
" pails	0 11 1/2	0 12
" compounds, per lb.	0 08 1/2	0 08 1/2
Plate beef, per 200-lb. bbl.	13 50	14 00

BUTTER—Prices rule firm. Stocks of creamery are still light. Dairy butter is fairly plentiful. Demand is none too brisk yet.

Creamery prints	0 30	0 32
Creamery solids	0 31	0 31
Farmers separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" ordinary	0 23	0 25
" tubs choice	0 22	0 24
" tubs, ordinary	0 21	0 22
Baker's butter	0 21	0 21

EGGS—The market is in a nervous condition and it is very difficult to forecast accurately its tendency. At present last week's quotations hold good.

Eggs, new laid	0 17	0 18
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CHEESE—New prime cheese has advanced 1c. Outside of this no material change has occurred. Orders are slow, although dealers say the demand is looking up.

Cheese, large, prime old	0 14	0 14 1/2
" " new	0 13 1/2	0 14
" twins	0 14	0 14 1/2

HONEY—Business is slow as usual. Prices are unchanged.

Honey, strained, 60 lb tins	0 12	0 13
" " 10 lb tins	0 12 1/2	0 13 1/2
" " 5 lb tins	0 13	0 13 1/2
" in the comb, per doz.	2 00	2 25
Buckwheat honey, per lb.	0 8	0 10
" in comb, per doz.	1 25	1 50

POULTRY—The market is featureless. Supplies of fresh fowl are still scarce. Prices rule about the same.

Hens	0 10	0 12
Chickens	0 15	0 17
Turkeys	0 21	0 23

WAS IN THE MCKENZIE REBELLION

Death of Port Robinson Grocer Who Has Held Large Connection With Local Institutions.

Robert Coulter, a pioneer grocer of Port Robinson, Ont., and a noted figure in his community, died recently at the age of 85.

The late Mr. Coulter had quite an interesting history. At 13 he joined the ranks as a substitute for his father in the McKenzie rebellion. Early in life he learned the saddlery and harness-making business, then became a grocer and then a general merchant. For many years he was a Justice of the Peace, for years reeve of Thorold township, thrice warden of Welland county, president of the Reform Association, first license inspector for Welland county when the Government took over that office. He was an Orangeman, a member of Welland lodge A.F. and A.M. at Fonthill and a charter member of Myrtle lodge A.F. and A.M. at Port Robinson. For some time he was leader of the Port Robinson brass band and was time collector of customs and canal tolls at Port Robinson for some years. Mr. Coulter was well-known as a temperance man, being a charter member of the division founded at Port Robinson.

NEW PRICES ON LARD.

The N. K. Fairbank Co., Montreal, send in the following changes in prices on their lines of lard this week. Unfortunately the new quotations were received too late for insertion in the regular list of proprietary articles in the back pages of the paper:

Tierces, 9 1/2c; half-bbls., 9 1/2c; tubs, 9 1/2c; 20-lb. pails, \$1.95; 20-lb. tins, \$1.80; cases, 3's, 10 1/2c; cases, 5's, 10 1/2c; cases, 10's, 10c.

WHEN YOU CONSIDER

that well known goods are half sold before you put them on your shelves, it's easy to understand why

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(The kind that contain no preservatives)

are good sellers. The consumer knows their quality, their purity, their goodness, and the guarantee on which they are always sold—money back if they fail to please.

You make more money on Heinz goods than you do on others because there are more of them sold and it's volume of business that counts for profit.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

"Clark" Quality in Preserved Meats

Grocers know that quality and price go hand-in-hand usually.

Take CLARK'S MEATS, for instance. The best meat means greater *cost*, more careful handling means greater *cost*, more processes in manufacturing mean greater *cost*.

All these go into CLARK'S MEATS, but they *all* mean *value*, and if there is one article more than another that must have value and be *above and beyond criticism, it is preserved meat*.

Isn't that true?

By the way—How is your stock of CLARK'S MEATS?

WM. CLARK

Manufacturer

MONTREAL



REINDEER condensed COFFEE



Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only one

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

- BOVRIL LIMITED, 27 St. Peter Street, MONTREAL
- W. S. CLAWSON & CO., 11 and 12 South Wharf, ST. JOHN, N.B.
- A. B. MITCHELL, Mitchell's Wharf, HALIFAX, N.S.
- R. S. MOINDOE, 120 Church Street, TORONTO
- W. L. MCKENZIE & CO., 308 Ross Avenue, WINNIPEG
- A. G. URQUHART & CO., 336 Hastings Street West, VANCOUVER

and from all wholesale houses throughout Canada

TO REPEAL CANNED GOODS ACT.

Hon. Sydney Fisher Introduces Important Bills to the House on Monday.

A couple of measures of particular interest to the packing and canning trades of Canada were introduced by Hon. Sydney Fisher in the House of Commons on Monday.

The first bill provided for some amendments to the meat and canned foods act passed last year, with the ostensible purpose of making it more workable.

Another measure, Mr. Fisher explained, was introduced with the object of repealing the Canned Goods Act, which is held to be obsolete and which conflicts in some details with the more recent Meat and Canned Goods Act.

A third measure had as its object the amendment of the Fruit Marks and Dairy Acts, by making the penalties more stringent. The bill proposes to make the penalties under the Fruit Marks Act for first offence from \$10 to \$50; second, \$50 to \$100, and third offence, \$500. Penalties for the adulteration of cheese will also be increased.

All three bills were given a first reading.



A Good Investment


**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.



Fussell's

Milk and Cream

(BUTTERFLY BRAND)

Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to


Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

John W. Bickle & Greening,	-	Hamilton, Ont.
Carman Escott & Co.,	-	Winnipeg, Man.
J. S. Creed.	-	Halifax, N.S.
C. Fairall Fisher	-	Montreal
Sol. Oppenheimer	-	Vancouver, B.C.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Like Tennyson's Brook,

Mott's Chocolate

"goes on forever."

Scores of brands of Chocolate, both eating and drinking, have been placed on the Canadian market; scores have come and gone, but

Mott's
"Diamond" and "Elite"

brands are still the housekeepers' favorite.

Every jobber sells them.

John P. Mott & Co.,
Halifax, N.S.

SELLING AGENTS:

J. A. Taylor Montreal	R. S. McIndoe Toronto	Jos. E. Huxley Winnipeg	Arthur Nelson Vancouver
Arthur M. Loucks Ottawa	R. G. Bedlington Calgary		

Fifty Years Experience

in milling high-grade flour is applied to the milling and blending of

B U D A

"The Flour of Quality"

No wonder it's good! It is so good that it is superseding other brands wherever it has been introduced. I want to make you this

Special Offer

If you are the first dealer in your locality to send me a carlot order—straight or assorted—I will give you the

SOLE CONTROL OF BUDA
for your locality.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Ontario Flour Markets Easier—Quebec Remains Steady—High Sugar Prices Cause Advance in Confectionery.

The feature of the week has been a drop of 20 cents per barrel on flour in the Ontario market. The decline comes in consequence of reports assuring large supplies of wheat, not only in Canada but also in other countries. The Argentine supply is this season largely above the average and the visible supply of wheat this spring is materially above that at the same time last year. A brisker demand in Montreal and the Eastern Provinces seems to have kept the market on a more stable basis.

Business in cereals continues fair with light supplies and prices the same as at last report.

ies of supplies and only fair business being done.

Rolled wheat in barrels, 100 lbs.....	3 09 1
Rolled oats, in wood, per bbl.....	6 75
" in bags, per bag 90 lbs.....	3 40 3 45
Oatmeal, standard and granulated, in bags 98 lbs.	3 25 3 50

STORAGE FOR WESTERN GRAIN.

Suggestion That Railways Be Compelled to Build Elevators at Important Points.

By our Special Winnipeg Co. respondent.

With a deputation of grain growers at Ottawa clamoring for Government-owned interior elevators and a certain amount of support for their contention being afforded by elevator owners who would not mind unloading on the Government a number of the present houses, it seems opportune to discuss the question of interior storage for grain.

During the crop year of 1906-7, which extends from the 1st of September to the 31st of August, there was inspected at Winnipeg 73,824,480 bushels of wheat. Of this amount 64,138,723 bushels passed through elevators, and 9,685,757, or a little over 12 per cent., was loaded either over platforms or direct from vehicles into cars. This goes to show that with the ever increasing production of wheat it is only possible for a very small portion of the crop to be shipped in this way. Even the small percentage shipped as above, was said by the railway companies, and with considerable evidence on their side, to have very materially delayed and hampered their equipment.

It would not be reasonable to expect that so large a crop could be marketed without friction between buyer and seller, but the friction and agitation has gone on for years and is yearly growing worse. The present elevator system does not seem to meet the demands of the people and the clamor for Government-owned interior elevators has become an importunate cry. The grain growers have tried the provinces for Government-owned elevators and have been told they had no power to grant the request and now they are tackling the Dominion Government on the question, for what they seem to imagine would be a panacea for all their grievances, but which would be much more likely to prove a white elephant to the Government without any corresponding help or relief to the farmers.

There is no doubt the elevator system, at the present time, is not satisfactory to the farmers, nor indeed is it satisfactory to very many of the elevator owners. When the system was inaugurated it was introduced by Sir William Van Horne. The C.P.R. at that time was hard up and had no money to build storage for the ever-increasing volume of wheat, and inducements were given private individuals to erect elevators where millions of bushels of grain could be stored until such time as the railway company got ready to haul it out. It was a great assistance to the railway to have these elevators built,

MONTREAL.

FLOUR—There has been no change in flour. The market continues steady at the old quotations, with a fair local demand. Demand would be better if the roads in the country were in good condition.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 60 4 10
Royal Household.....	6 10
Glenora.....	5 60
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

ROLLED OATS—There is a good demand for rolled oats, and the market is still firm at the same quotations.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 21
Granulated ".....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	3 12 1/2
" 80-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 35

FEED—The feed market remains firm. Demand for different lines is fair. Prices are the same as last week.

Ontario bran.....	23 00 24 10
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 27 00
" bran.....	23 00 24 00
" milled.....	26 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The market has taken a step down during the week and all lines are considerably easier, a reduction of 20 cents all round being made. This came as the result of the reports of large supplies of wheat not only in Canada, but also in other wheat-producing countries. Millers are rather quiet and practically no export business is being done.

Manitoba Wheat.	
8 per cent. patents.....	5 30 5 50
" strong bakers.....	5 10 5 30
" strong bakers.....	4 90 5 10
Winter Wheat.	
Straight roller.....	4 50 4 60
Patents.....	4 60
Milled.....	4 80

CEREALS—The market continues about the same basis with light deliver-

ARE YOU A GROCER ?

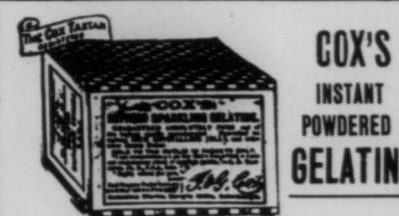
That is, are you a REAL progressive merchant, dealing in the right kind of foodstuffs? If you are you ought to be handling the best of all soda biscuits.

Mooney's Perfection Cream Sodas



No other soda biscuit can equal it for dainty and lasting crispness. Every cracker—down to the last one in the package—retains its delightful freshness.

The Mooney Biscuit & Candy Company, LIMITED
STRATFORD, - CANADA



The Purity of this GELATINE is GUARANTEED by Messrs COX, who themselves both MANUFACTURE and PACK their Brand under scientific supervision.

Canadian Agents: **J. & G. COX, Ltd.**
C.E. Colson & Son, Montreal
D. Manson & Co., " Gorgie Mills
A.P. Tippet & Co., " EDINBURGH

and as they were a monopoly they were very profitable to elevator owners. But, like all monopolies, they waxed fat and oppressive, and after the celebrated Elevator Commission had made its report the Grain Act was passed, giving to the farmers the right to ship over loading platforms, etc. Later the act was amended regulating the distribution of cars and it was not until that amendment that much was heard about special binning. Up to about 1904 grain was very generally stored "by grade" storage receipts, but about this time, when the car distribution clause was to be strictly enforced, elevator men began to declare their inability to longer store wheat in that way owing to the uncertainty of getting cars to get it out, and about the same time also came a very general demand for special binning of wheat. Very few of the old elevators were erected with a view to special binning, indeed, they were nearly all erected to permit of grain stored "by grade." In the latter case the elevator would have eleven or twelve bins, including the shipping bins. In the former case there would be twenty-eight or thirty bins, including shippers, each bin capable of holding about a car-load. The cost of constructing a special bin elevator is about one-third more than the cost of the ordinary "by grade" elevator. The elevator trade, as a rule, have been quick to adapt themselves to any new requirements, but they have not met this change of conditions, claiming that it was impossible to do so for lack of funds. The more recently-erected elevators have, in the main, complied with the new requirements, but they form but a very small proportion of the whole.

It has been claimed, and to me, at least, with every show of reason, that the railways should provide storage for wheat just as they do for every other class of freight, even to the erecting of huge freight sheds for the storage of many cars of agricultural implements. The railway companies enjoy and always will enjoy a monopoly of the grain haulage of this country. There are no big rivers, inland lakes or canals to compete in getting the wheat off the prairies and down to the lake front, or to the Hudson's Bay. The shortage of equipment for moving the crop is a perennial grievance and this lack of equipment has been a tremendous loss to the western farmer, hence the idea of compelling the railways, by law, to furnish additional grain-handling facilities. The general consensus of opinion in the west in that 66 per cent. of the crop should reach Fort William before navigation closes. Even the railway companies are disposed to admit this, but at present it looks as if it would be a long time before this desired goal would be reached. A solution of the difficulty, which, it is understood, has already been suggested to the Dominion Government by a man well posted in the whole situation, and a solution that would meet with the hearty endorsement of all but the fanatics on Government ownership of interior elevators, is that the Railway Act be so amended as to compel all railways operating in the Manitoba grain inspection division to build at their own expense and operate a 25,000-bushel special bin storage elevator at each grain shipping point where the production would warrant such a building. If one of these elevators was erected at each important grain shipping

point, it would go far to restore confidence on the part of the farmers as the railway companies would only operate these houses as grain storage elevators, there would be no ground for the charges of unfair rates, undue dockage, etc. Not only would these elevators, in themselves, be satisfactory, but they would establish a very high standard which every elevator company having a house at the same point would be absolutely obliged to live up to. It would only be fair for the railways to give this service, they would get the usual compensation for handling the grain which would give them a profit. They control all the transport facilities and any number of gravel pits and the like, so that construction of the houses could be made at the lowest minimum cost. They would gain in the matter of reducing, if not entirely abolishing, the loading over platforms, which is a very great nuisance, resulting in delays of all kinds. It would not be difficult for the railway companies to raise the money to erect these houses, and neither would they take long to construct.

This is a matter that every merchant, as well as every farmer, is interested in. It is a matter that should be given care-

ful and thoughtful consideration and when a man has made up his mind he could do much to forward the scheme by talking it up and bringing to the minds of the farmers in his vicinity the advantages of this method over that of Government-owned interior elevators.

As to the Government ownership of terminals, it is pretty safe to say there is only one opinion on that question in the west to-day. That is that the Dominion Government should own or have absolute control of all terminal elevators, if the identity of our wheat and the standard of grades is to be preserved.—H.


CONFECTIONERY ADVANCED.

The recent heavy advances in sugar are being felt by confectionery manufacturers, one or two firms advanced their cheaper lines half a cent a pound last week and further advances will be made if the high prices continue or sugar climbs higher. The majority of manufacturers have been considering an advance but as yet have taken no action. The better grades of confectionery have not as yet been affected.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

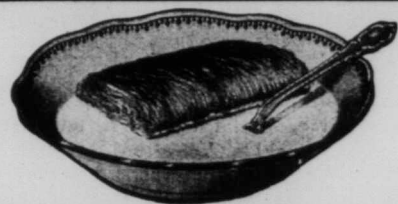
OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

MAR. G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL



"It's All in the Shreds"

THE GROCER
WHO MIXES BRAINS
WITH HIS BUSINESS

is always trying to make "satisfied customers"—
and the easiest way to make them in these pinch-
ing times is to recommend

Shredded Wheat Biscuit and Triscuit

the food that supplies all the energy needed for
work or play at smallest cost. The cleanest,
purest, most nutritious and most economical of
cereal foods.

A Good Profit for You, and a Satisfied Customer
—What More Can You Ask?

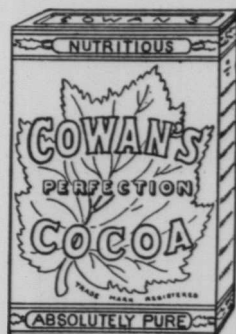
The Canadian Shredded Wheat Co., Ltd.
Niagara Falls, Ont.

Preferred Stock

is that part of your stock which is preferred
by many customers. In this class—at the
very top of it in fact stands

**COWAN'S
Cocoa and Chocolate**

It is really Perfection.
It is absolutely pure,
and positively delici-
ous in flavor. No
healthier beverage on
earth than Cowan's
Perfection Cocoa.



The Cowan Co., Ltd.

Kellogg's
(SANITAS)

TOASTED CORN FLAKES

THIS IS THE GENUINE



The one that sells
and don't stay
on your shelves.

STOCK IT NOW.

If you are in
ONTARIO, QUEBEC or the
MARITIME PROVINCES
Ask your jobber for the latest prices.

SALES OFFICE

20 FRONT ST TORONTO ONT

BRANCHES

CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.



Bakers and Confectioners

Our new department is well stocked, Shelled
Nuts, Egg Savers, Icing and Marshmallow
Powders, French Fruits, Oils and Flavor-
ings, Dry and Liquid Colorings, Dragees,
Currants, Raisins, Dates, Almond Pastes,
Fruit Syrups, all styles of Cocoanut.

Write call or telephone us for anything
you need.

The Canadian Cocoanut Co. 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY. TORONTO—Roelofson & Roelofson.

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit.
Quick seller. In steady demand. Makes a Per-
fect Ice Cream by simply adding boiling milk.
The Original Ice Cream Powder. After
first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

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COCOA

ICHARD'S CO.
will be in demand
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CO., Montreal

& CO.,

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QUEBEC.

GUM

teed.
to order.
MONTREAL

DEATH OF JOHN W. COWAN.

Head of Cowan Company, Toronto, Passed Away on Sunday.

One of Toronto's most successful business men, and one of the best known manufacturers in the grocery and confectionery trade, John W. Cowan, passed away on Sunday morning at his home, 105 St. George St.

Mr. Cowan had not been wholly well since Christmas, but was able to pay considerable attention to business and to spend some time at his office. His death came somewhat suddenly as the result of a hemorrhage brought about by a cold contracted some time ago.

The story of Mr. Cowan's business success and progress is a remarkable one. He was born in Tipperary County, Ireland, sixty-seven years ago and came to Canada at the age of twelve. He spent the years of his early life in Montreal, London and Brantford, and traveled for some years for John Duncan & Co., Montreal. He came to Toronto thirty-two years ago.

His first business venture of any extent was in Mincing Lane, where he built up quite a successful tea and coffee trade. From this he became interested in the cocoa and chocolate business and carried on a manufactory for some years in the basement of the Gooderham building in Front Street. From here the business was moved to 474 King St. west, near Spadina and about three years ago a splendid new factory was built on Sterling Road and the rapidly-growing business moved to the north-west end of the city.



THE LATE JOHN W. COWAN.

Eighteen years ago Mr. Cowan organized a joint stock company, of which he has ever since been president and managing director.

Mr. Cowan was a member of the Toronto Board of Trade, the Manufacturers' Association and was active in the Irish Protestant Benevolent Society. He was a member of Walmer Road Baptist Church and in politics was a Conservative.

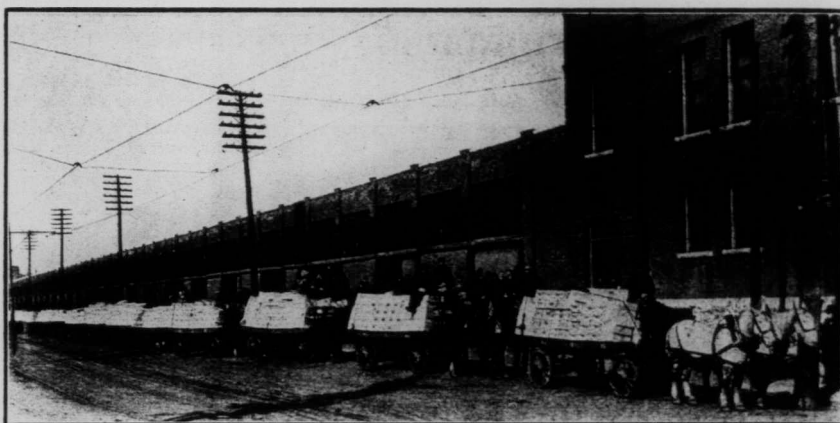
Mrs. Cowan, two sons and two daughters survive. Two of the children, F. W. and Miss Cowan, live at home, the other son, H. N., represents the firm in British Columbia, and the other daughter, Mrs. C. F. Stark, resides in Toronto.

It is probable that the business will be continued without interruption. Mr. Cowan's death will necessitate the election of a new director, but otherwise the company will be unchanged. A meet-

RECORD DELIVERY OF STARCH.

Five Carloads, Sixty-five Tons Distributed in Toronto on Saturday.

A sight that is not witnessed every day and one that attracted a good deal of interest was in evidence at the Grand Trunk Freight warehouse, Toronto, last Saturday morning. The occasion was a record shipment of starch made by the Edwardsburg Starch Company from



Sixty-Five Tons of Starch Delivered to the Wholesale Grocers of Toronto last Saturday.

ing of directors will be held shortly to arrange the matter.

The funeral from the home on St. George St., on Tuesday afternoon, was very largely attended by members of the trade as well as by friends of the deceased. Rev. Dr. Elmore Harris conducted the service, assisted by Rev. A. McNeil and Rev. Mr. Porter. The pallbearers were: A. R. McFarlane, of Hamilton; Joseph Shenstone, Chancellor McKay, of McMaster University; George Musson, George Stanway and Henry Peters, nearly all of whom were personal friends of the deceased. The office and traveling staff of the company attended the remains to Mount Pleasant cemetery.

A large number of members of the trade were present from New York, Montreal, Hamilton, Brantford and Toronto, among whom were: A. R. McFarlane, of McFarlane & Field, Hamilton; Jas. B. Campbell, Acme Can Co., Montreal; M. Greenwood, Kaufmann & Strauss Co., New York; B. C. Budd, the Howel Lithographing Co., Hamilton; and Captain Fahev, W. F. Morley, W. F. Anderson, J. S. Donaldson, W. A. Mitchell, W. F. Greening, J. A. Patterson, Ed. Hawes, G. J. Bryan, W. J. Bryan, H. P. Dwight, W. G. Patrick, Henry Macdonald and Dr. Geo. Porter, of Toronto.

George R. Bradley, of R. Bradley & Son, returned home recently from Western Ontario, much pleased with his trip.

John Grass, of Ridgetown, announces that he will move his grocery business to new premises in the McKinlay block on May 1.

their factory at Edwardsburg to Toronto wholesalers. The shipment on wagons is shown in the photograph reproduced herewith.

The shipment aggregated sixty-five tons and took five freight cars to carry it. When loaded it occupied seventeen wagons. The shipment included about 26,000 boxes.

An interesting fact in connection with the shipment, which, by the way, was made under the direction of F. A. Verey, the firm's Toronto representative, is that this immense amount of starch was delivered directly to the Toronto wholesale grocery houses, not a box of it going to the company's warehouse. It is the largest delivery of the kind ever made in Toronto.

Incidentally the arrival of such immense supplies kept the shippers in most of the Toronto wholesale houses exceedingly busy on Saturday morning.

FIRE AT INGERSOLL.

One of the most disastrous fires that has visited Ingersoll in years occurred on Thursday night last, by which the Manchester cereal mill was totally destroyed. The mill was a large frame structure and owing to the fact that the fire had made much headway before it was discovered, it was practically an impossibility to save it. The loss is estimated at \$26,000. The mill was valued at \$16,000, and the contents at \$10,000, with a total insurance of \$15,000. The Manchester Cereal Co. enjoyed a large patronage and they have a reputation for choice brands of flour, oatmeal, flaked wheat, etc. It is thought that the fire originated on the second floor, but the cause is unknown.

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY



WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

Making the dinners in millions of homes
more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish
to Fish, Meats, Game, Salads, Cheese, etc.
Look for the signature!

"We advertise to the general Public in
Newspapers and Magazines that this fam-
ous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

FRUITS, VEGETABLES AND FISH

Business. Brisker in All Lines of Green Fruits—Vegetable Market Steady, Potatoes Unchanged—Fish Quieter, Haddock Scarce.

FRUITS AND VEGETABLES

For EASTER

Will have full supply of

- STRAWBERRIES**
- PINEAPPLES**
- BANANAS**
- NEW BEETS**
- NEW CARROTS**
- MUSHROOMS**
- TOMATOES**
- CELERY**

also lots of Oranges, Lemons, etc. Kindly let us have your orders early.

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO

Judgment for

"Golden Flower"

on 3 counts

Quality—Cost—Profit

Remarks by those who know

The Quality is high and regular

The Cost is minimum

The Retailers' Profit is large

TRY 'EM

McWILLIAM & EVERIST

HAVE 'EM

The Redlands Golden Orange Association

Redlands - California

During the past week a considerable increase in business is reported among fruit dealers. The mild weather has stimulated the consumptive demand and as a result orders are more plentiful. Prices all round are firm, though no material advances are noticeable. Oranges are moving briskly. The quality of the navels is exceedingly good. Lemons are meeting with an improved demand. Dealers look for an advance in bananas.

In the vegetable market prices rule about the same. The demand for imported early vegetables is picking up. The quality of these early vegetables is very satisfactory. The potato market is a little easier, supplies being heavy.

The past week has been quiet in the fish market. The mild weather has lessened country orders. Dealers anticipate a larger volume of business next week. Fresh halibut is arriving again. Haddock is scarce and higher.

MONTREAL.

GREEN FRUITS—There is a better feeling in green fruits this week, business being somewhat more brisk. Bitter oranges are in good demand, and are easier in price, one firm quoting as low as \$1.25 per box. Pineapples, all lines of oranges, and grape fruit are in good demand. Other lines are in fair request at the old prices.

Bananas, fine stalk.....	1 50	2 25
" jumbos.....	2 25	
Cocoanuts, new, per bag.....	3 50	
Lemons.....	2 00	2 40
Navel oranges.....	2 75	3 25
Florida oranges, box.....	3 50	
Porto Rico oranges, box.....	2 50	
Jamaica oranges, bbl.....	4 00	
Valencia oranges.....	3 50	3 50
Tangerines, half-box.....	4 50	5 25
Pineapples, case.....	3 50	4 50
Grape fruit, box.....	2 75	7 00
Almeria Grapes, keg.....	4 00	6 50
ape d cranberries, bbl.....	11 00	15 00
Nova Scotia cranberries, bbl.....	6 00	7 00
Strawberries qt.....	0 65	
Apples lameuse, bbl.....	4 00	5 00
" other fall varieties, bbl.....	2 00	5 00
Bitter oranges.....	2 00	2 25
California Blood Oranges.....	3 00	4 25

VEGETABLES—The vegetable market is improved somewhat this week, there being better demand for all lines. California celery, spinach, Boston hot house cucumbers and California cauliflowers are in particularly good demand. Most other lines are also selling well. There has been no change in prices.

Parsley, per doz bunches.....	0 35	
American parsley, large bunches, doz.....	1 00	
Sage, per doz.....	0 60	
Savory, per doz.....	0 60	
Cabbage, bbl.....	0 75	1 00
Turnips, bag.....	0 65	0 75
Celery, doz.....	0 25	1 00
California celery, crate.....	6 00	6 75
Water cress, large bunches, per doz.....	0 75	
Spinach, bbl.....	2 75	
Green peppers, crate.....	3 50	
Boston hot house cucumbers, doz.....	2 00	2 50
Potatoes, per bag.....	1 05	1 10
Sweet Potatoes, basket.....	3 25	
Beets bag.....	0 75	0 80
Carrots, bag.....	0 65	0 70
Tomatoes, Florida, crate.....	4 00	5 00
Tomatoes, hot house, per lb.....	0 35	
Spanish onions, small crates.....	0 70	1 00
" large crates.....	2 55	

Canadian onions, lb.....	0 014	0 02
Boston lettuce, hot house, per doz.....	0 85	1 10
Radishes, doz.....	0 60	
Bermuda parsley, crate.....	3 00	
Mushrooms, per lb.....	0 75	
Horse radish, per lb.....	0 12	
Beans, green, basket.....	7 10	
Egg plant, doz.....	2 00	
California cauliflowers, per crate.....	6 10	
New cabbage, crate.....	3 20	
Florida Celery crate.....	3 50	3 60

FISH—Now that the Lenten rush is over the fish market has assumed a quieter tone. The bulk of the orders taken now are goods required for immediate consumption. Fresh haddock is very scarce. Many lines of fresh fish are expected next week when the activity in haddock will be renewed. Owing to the scarcity haddock is higher, being quoted at 5c to 8c per lb. Labrador herring is easier this week, being quoted at \$5.50 per barrel. Other lines are unchanged.

Fresh and Frozen Fish.

Haddock, per lb.....	0 50	0 68
Halibut, per lb.....	0 03	0 08
Mackerel, ".....	0 08	
Dore, ".....	0 07	0 07 1/2
Grass pike, lb.....	0 04	0 15
Steak cod, lb.....	0 04	0 05
Whitefish lb.....	0 07	0 08
B.C. salmon, lb.....	0 08	0 09
Qualla Salmon, lb.....	0 07	0 07 1/2
Sea herring, bbl.....	1 50	
No. 1 salt eels, lb.....	0 07 1/2	0 08
Smoked and Salted—		
Lake trout.....	0 09	0 09 1/2
Haddies, box, per lb.....	0 07 1/2	0 08
Kipperd Herring, 50 in box.....	1 10	
Smoked herring, per small box.....	0 16	0 17
Yarmouth Bloaters, per box.....	1 10	
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 06 1/2	0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05	0 05 1/2
Boneless fish, 25-lb., boxes, per lb.....	0 04 1/2	
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....	1 40	
Selects, bulk, gal.....	1 60	
Paper pails, 100, pint size.....	1 10	
" 100, quart size.....	1 50	
Live lobsters, lb.....	0 20	
Pickled fish—		
No. 1 Labrador herring, per bbl.....	5 50	
" per half bbl.....	3 00	3 25
No. 1 Nova Scotia, per bbl.....	5 00	6 00
" per half-bbl.....	2 75	
No. 1 Haddock, bbl.....	5 50	6 00
No. 1 Mackerel, 20-lb. kitts.....	1 75	
Green cod, per bbl.....	5 00	
Medium " ".....	7 00	8 00
Large " ".....	8 50	
Labrador Salmon, 1-bbls.....	8 50	

TORONTO.

GREEN FRUITS—A noticeable improvement is found in the volume of business being transacted this week. The demand for nearly all lines is satisfactory. Prices are steady though not quotably higher. Navel oranges continue to arrive in large quantities of excellent quality. Lemons are firm. Bananas are moving better. Some cranberries and Almerias are still in stock. Pineapples are unchanged. Dealers look forward to increased business and firm prices.

Oranges, Navel, new.....	2 85	3 25
" Valentias.....	3 75	5 50
" Bahamas.....	1 75	2 00
Oranges, bitter.....	2 25	2 40
Lemons, California, 240, 300, 360, 420.....	3 00	3 25
" Messinas, new crop.....	2 50	2 75
Grape fruit, 54's 80's, 96's.....	5 50	6 00
Apples, No. 1 winter fruit.....	2 50	3 50
" No. 2.....	2 00	2 50
Bananas, Jamaica firsts, per bunch.....	1 75	2 00
Bananas, jumbo bunches.....	2 00	2 25
Cranberries per bbl.....	9 00	10 00
Almeria grapes, per keg.....	5 50	7 00
Tangerines.....	3 00	4 00
Pineapples.....	5 00	5 50

FISH

Market Steady,
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.....	0 85	1 17
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.....	3 00	3 25
.....	9 00	10 50
.....	5 50	7 00
.....	3 00	4 00
.....	5 00	5 5

VEGETABLES—No material change has occurred. Potatoes remain steady at last week's prices. Supplies are fairly plentiful, especially of delawares. Turnips and onions are still scarce. Imported vegetables are meeting with a stronger demand. Boston lettuce has advanced slightly. Florida celery has declined. Supplies are heavy.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
" per bag	1 20	1 50
" green, per doz	.....	0 20
Cabbage, per ton	.....	15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	.....	1 00
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 20	0 90
Parsley, per doz	.....	0 10
Celery, Florida, per crate	3 25	3 50
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported	.....	1 75
Cucumbers, imported per doz	.....	2 50
Tomatoes, imported, per crate	.....	4 50
Strawberries, per box	.....	0 65
Mushrooms, per lb.	.....	0 65
Pineapples, per crate	.....	5 00
Rhubarb per doz	.....	1 50
Radishes per doz	.....	0 50
Spinach, per hamper	.....	1 15
Asparagus, per bunch	.....	0 65

FISH—The mild weather has interfered with country orders and made business somewhat slacker. Dealers anticipate heavier business next week, and are making preparations accordingly. Supplies are keeping up fairly well. Fresh halibut will be on the market at the latter part of the week. Cod is scarce. Other lines remain the same. Prices are unchanged.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	.....	0 12
Whitefish, winter caught, per lb.	.....	0 09
Haddock, frozen, per lb.	0 05	0 07
Holland herring	1 00	1 10
Herring, Labrador	3 00	5 25
" kippered, per box	1 00	1 25
" Digby, per bundle	.....	0 85
Herring, medium, per lb.	0 07	0 08
" jumbo, per lb.	.....	0 10
British Columbia salmon, per lb.	.....	0 12
Qualla, per lb.	.....	0 09
Trout, fresh, per lb.	.....	0 09
Ciscoes, per basket	.....	1 00
Labrador herring, fresh, per 1'0.	.....	2 40
Halibut, fresh caught	.....	0 09
Shredded cod, per lb.	.....	0 08
Shredded cod per doz.	.....	0 90
Halifax fish cakes, case	.....	2 40
Acadia tablets, per case	.....	4 80
Live lobsters	0 20	0 35
Bluefish, small white, per lb.	.....	0 07
Mackerel mediums, each	.....	0 12
" large	.....	0 25
Finnan Haddie, per lb.	.....	0 09
Flounders, per lb.	.....	0 04
Bloaters, Yarmouth, per box	.....	1 10
Oysters, per gal.	.....	1 85
" in shell, per 100	.....	1 50

NOTES FROM SUTTON, P.Q.

H. L. Flannery, who has for the past few years carried on business in the grocery and crockery line, has taken unto himself two partners, Messrs. Smith and Jenne, and in future the firm will be known as Smith, Flannery & Jenne. They do a nice business in Sutton and the immediate vicinity and the new firm will likely make things go at an even smarter pace than before.

All the grocers here are now selling new maple syrup, for which there is great demand.

Boright & Saqord are turning out Zip, the hand cleaner, in larger quantity than ever.

H. W. Call, has one of the busiest stores in town these days.

EASTER FRUITS

Pineapples, Tomatoes, Celery, Cucumbers, Lettuce, Radishes, Bananas, Oranges.

Everything in abundance and of finest quality.

Fish for Good Friday.

Fresh Halibut, Cod, Haddock, Lobsters, Trout, Whitefish, etc., etc.

ORDER EARLY

WHITE & CO., Limited

Phone M. 6565 Toronto

The Unusuality

of "St. Nicholas" is they're always the same,

"THE CHOICEST OF THE BEST."

W. B. STRINGER & CO., Sole Agents, TORONTO

FRESH ARRIVALS . . .

**Extra Fancy
"Golden Orange" Brand**

**Washington Navel Oranges
Fancy Sweet Sonora Oranges**

EXTRA FANCY

**California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas**

**HUGH WALKER & SON
GUELPH, ONT.**

When writing to advertisers, kindly mention having seen the advertisement in this paper.

NOVA SCOTIA MARKETS STEADY

Business Continues Good Despite Bad Weather—Change in Wholesale House—
Something About the Fishing Industry.

(Special Correspondence to The Canadian Grocer.)

Halifax, N.S., April 6.

With the price of sugar steady the grocery markets during the past week are without any special features. There has been no change in the price of sugar since last report, and no further advance is looked for at present. Trade is very good notwithstanding the fact that the weather has been decidedly against business. Eggs are down one cent, since last report, and Maconochies' pickles, etc., have been advanced five cents per bottle. These goods have had a large sale here.

* * *

The receipts of eggs continue very heavy. The demand is very good, but not as great as might be expected for such reasonable prices at this season of the year. Eggs are quoted this week

at 16c to 17c. Butter receipts are very limited. The stocks held by the various dealers are being rapidly cleaned up. Some small tubs of fresh made dairy butter were marketed this week, but the quality was poor. Prices for all grades of butter continue very firm.

* * *

In recognition of his services during the past twenty-one years, the firm of W. H. Schwartz & Son, spice manufacturers, presented W. N. Banffts with a cheque for a goodly sum last week, and the employes presented him with a gold-headed cane. Both presentations were accompanied by addresses. Mr. Banffts is going to Toronto where he intends engaging in the furniture business.

* * *

The wholesale grocery firm of Billman, Chisholm & Co. has been dissolved. The retiring member is James Billman, the senior member of the firm. The business will be continued in future at the old stand by J. Scott Chisholm, under the name of Chisholm & Co.

* * *

The canned goods trade is very brisk and there is a heavy demand for most lines. Tomatoes, peas and corn are the leaders. Provisions are unchanged but stocks of potatoes and parsnips are lessening after the winter's demand, but there are still plenty on hand to go round. There is not much call for dried fruits at present, but fresh fruit is selling freely.

* * *

Speaking to The Grocer the other day a well-known business man said that he was surprised to read in one of the St. John N.B., papers that two merchants of that city were importing codfish and halibut from the Pacific Coast for local consumption. He considered that this was an unusual state of affairs and a matter that should receive more than a passing notice. "Just think of it," he said. "A city bordering on the Atlantic Coast and almost in the heart of the great cod-fishing industry, importing fresh codfish from the Pacific. There was a time," he remarked, "when Nova Scotia boasted that she supply the Dominion with fish, but conditions must have changed

since then as evidenced by the action of the St. John men."

* * *

During the winter season vessels follow the fresh fishing, and it should not be a difficult matter to secure fish from Digby for the St. John market. The Halifax fish markets are very active. The recent bad weather has interfered very greatly with fishing operations along the coast, and the receipts of fresh fish are not quite as large as they otherwise would be. There is no scarcity, however. Prices generally are very steady.

DEATH OF PIONEER SUBSCRIBER.

Chas. D. Williamson, a Chatham Grocer,
Passed Away Last Week.

Shockingly sudden was the death of Chas. D. Williamson, of Chatham, Ont., which occurred at his store on King Street, at 11.40 Wednesday morning. Heart disease was the cause. Mr. Williamson was for nearly 40 years engaged in the grocery business here. He was 59 years of age. Coming to Chatham when 17 years of age, he, on October 1st, 1868, in partnership with I. M. Taylor, opened up a grocery and liquor store. The firm was very successful, a branch being for some time conducted at Cedar Springs. The partnership was dissolved in 1901, Mr. Williamson continuing the business under the firm name of Taylor & Williamson till a few months ago, when he retired, leasing his store to Brewster & Co. who are shortly opening a 5, 10 and 15c store. He leaves a wife and two sons. Only a few moments before he was stricken, Mr. Williamson had formally handed over the keys to the new proprietors, adding that he intended to do no more work for the rest of his days.

Although known as one of the most conservative of business men and a staunch believer in the methods of a past generation, he was in every regard an admirable man, and always highly respected, particularly by the older citizens of Chatham. He was one of the pioneer subscribers here for The Canadian Grocer, and valued it highly.

PLUCKY CLERK FOILS BURGLARS.

Attempt to Rob Vault in Winnipeg
Warehouse Fails.

On Thursday night of last week Leo Callaghan, accountant for Nicholson & Bain, Winnipeg, was shot and rather severely wounded by burglars who attempted to rob the vault. Mr. Callaghan was working at night and was alone in the office at the time but with remarkable courage and presence of mind he closed the vault and prevented the burglars from attaining their object. They got nothing but a few cents from Mr. Callaghan's coat pocket.

JOHN E. CASSIDY

Highest Quality Oysters
WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

Look Here!

Some Interesting Prices

Large Bright Frozen Herring,	
per 100.	\$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfld. "	4.25
Cod Oil, a gallon	.48

Send us your order.

J. & R. McLEA

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

A GOOD SELLER!

Pure Grape Fruit Marmalade

in 12 oz. jars. 90 cents per dozen.

THE DAWSON COMMISSION CO., - TORONTO

95% Failures

Ninety-five out of every hundred men in business fail.

Ill-advised buying is the main cause. A poor bargain breeds discontent with the goods, discontentment breeds indifference, and indifference is the father of forced sales.

"Staunton" Wall Papers are sold purely on their merits—every dollar of cost is balanced by an honest hundred cents' worth of value.

They are sold direct to you at a price covering actual cost plus manufacturer's modest profit, and this price includes no recoupment for extravagances in securing business. Your profits are limited only by your ability as a merchant. To clear 100% is no trick at all.

Correspondence from grocers who are not now carrying Wall Paper is invited.

If you are carrying a stock and have not a copy of our Wall Paper Chart showing quantities necessary for various sized rooms, a postal card request will bring you one.

STAUNTONS LIMITED

929 Yonge St.

TORONTO

Fruits for Easter Trade

Easter is only one week away. Now is the time to place your orders for Oranges, Lemons, Pineapples, Grape Fruit, Florida Celery and Tomatoes, etc. We have just received a few cars of fruit for the Easter trade, and can quote you most attractive prices on any lines you require. We guarantee the fruit to be the finest imported.

**Send in Your Order To-day
For Immediate Shipment**

The Montreal Fruit Exchange

J. F. McLean, Proprietor

195 McGill St., - - Montreal

It pays to have proper connections in The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**



"Brunswick Brand"

We have now new Pack of **Clams and Scallops**

and will be pleased to receive orders for any of the following goods :

**Herring Tomato Sauce
Kipperd Herring
Finnan Haddies and
Sardines**



Connors Bros., Limited

Black's Harbor, N.B.

SARDINES are fighting shy of their old haunts on the French and Portuguese coasts.

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard-olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

NEW BRUNSWICK GROCERY NEWS

Business Somewhat Dull With Prices Easier in One or Two Lines—Shipping Lobsters to the United States.

Special Correspondence to The Canadian Grocer.

St. John, N. B., April 6.

Business has been rather dull during the past week. The market changes have not been very numerous. Some of the millers have apparently become excited about the price of oatmeal as it is now quoted at 75 cents a barrel less than last week. The local dealers have not followed the decline, however, as they were selling below the mill price before. They think the recent increases were unwarranted and as far as can be learned, no sales were made here at the increased price.

* * *

Pork has advanced \$1 a barrel and lard is up another quarter-cent. a pound.

* * *

Canned lobsters are very scarce and high, \$2.50 a dozen being asked for half-pound flats. The new pack will probably be higher still, as the fishermen are sending all their catch to the United States where \$40 to \$45 a crate of 100 is being received.

* * *

There has been no change in the flour or sugar market but sugar is expected to go still higher.

* * *

Owing to the unfavorable weather conditions the supply of fresh fish is likely to be very light for a while. A few gaspereaux are being taken but not as many as are expected at this time.

* * *

A comparative statement of the amount of customs revenue collected at the port of St. John for the fiscal year ending March 31, 1906-7 and 1907-8 shows an increase of \$47,282.84.

LONDON ASSOCIATION'S NEW OFFICERS.

Retail Grocers Hold Elections and Discuss Matters of Trade Interest.

The annual meeting of the London Retail Grocers' Association held on Wednesday night, April 1st, was well attended and the greatest interest was manifested in the proceedings.

The election of officers resulted as follows:

President, Thomas Shaw; vice-president, John Diprose; second vice-president, G. McCormick; secretary, Cyril Hayes, re-elected; treasurer, E. J. Ryan, re-elected.

The following gentlemen are on the executive committee: H. J. Granville,

W. Mullins, C. F. Eedy, H. Ranahan, E. Linnell and J. H. Wilkey.

The question of holding a union picnic of grocers in London during the coming summer was discussed in all its bearings. While it was generally admitted that such an event would be a good thing for the wholesale trade, as it would be the means of bringing it to the city retailers from all parts of Western Ontario, it was thought to be hardly worth while for the local retailers to go to the expense of such an undertaking, seeing that the treasury has been pretty well depleted as a result of holding the recent banquet, that the big reunion of London Old Boys will be held here early in August, too close to any date which could be chosen for a union picnic and that, anyway, it is an outing the members want, and for this year at least they prefer to be entertained rather than entertain. The upshot was a decision to run an excursion to Detroit on June 17th, and a committee of arrangements was named.

It was unanimously decided to close Wednesday afternoons during the summer months, as has been the custom for some years, and to hold the usual outing at Springbank on the last Wednesday of the summer half-holidays.

The retiring officers were tendered a hearty vote of thanks for the excellent manner in which they have looked after the affairs of the association during the past year, which was a most successful one.

NEW CANNERIES IN BRITISH COLUMBIA.

Plants Likely to be Established in Vernon and Nelson This Season.

The Province of British Columbia is rapidly coming to the fore as a fruit-grower and indications point to the rapid development of the canning industry in connection with its fruit production.

Fruit and vegetable canneries are being talked of in many places of the interior. A. McKillop & Company has written the Council of Vernon that they will establish a plant for the canning of corn, peas and all kinds of vegetables, also apples, plums, prunes and every variety of fruit. Mayor Timmins stated that every encouragement should be given an enterprise of this sort. With industries like this showing up, the city authorities will take up the question of cheap power, so that a definite proposition can be submitted to firms in search of locations.

There is also talk of a cannery at Nelson. R. C. Brock, manager of the Kootenay Fruit Growers' Association, is investigating the possibilities at that

point. There, also, the suggestion is meeting with support, as it is felt that a market will be found for the lower grades of vegetables and fruit, if such a plant were established.

A Bellingham, Wash., company is also said to be after a suitable site in New Westminster, with the object of erecting a fruit cannery.

NO HOODOO HERE.

The H. W. Nelson Co. have asked particularly that their ad. be placed on page 23. In the light of present-day tendencies this would seem to be rather a peculiar procedure, but the company seem to favor rather than fear the omens generally accepted as unfavorable. On a recent Friday, which, by the way, fell on the 13th of the month, they had exactly thirteen whisk-makers at work. That day proved to be a remarkable one from the fact that the biggest lot of orders of the year were received. Not only that, but exceedingly good business has continued ever since. Who says there's anything in superstition?

PERSONAL NOTES.

A. H. Mace, Montreal, has returned from a short business trip to New York.

C. H. R. Cocq, manager of the Blue Ribbon Tea Co., has been admitted to membership in the Montreal Board of Trade.

J. M. Kirk, representing the Robt. Greig Co., Toronto, as a caller at the Montreal office of The Grocer, while in the city last week.

Chas. Gyde, manufacturers' agent, Montreal, has sailed on the Empress of Ireland via Halifax for Great Britain, where he intends to remain for the next couple of months.

Frank Menzies, superintendent of salesmen of the F. F. Dalley Co., Hamilton, was in Toronto last week. Mr. Menzies leaves this week for a six weeks' trip to Texas and the Western States in the interests of "2 in 1."

AN APPRECIATED CLERK.

The following letter from one of The Grocer's enthusiastic subscribers, Thos. Stevens, of Carleton Place, will be of general interest:

"Will you kindly correct a wrong impression given in your comments on my advertisements? They were not written by myself, but by R. R. Powell, a clerk in my employ, and I believe in giving credit to whom credit is due. We are pleased with your comments on our ads. for we are always striving to keep up-to-date."

R. T. Summers & Co., general merchants, of Bethune, Sask., have assigned.

S. H. Belyea & Co., general merchants, of St. John, N.B., have been succeeded by Brown Bros.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each advertisement.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " 1 year.....	10 00

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

THE chance of your lifetime to get a first-class going business in the garden of southern Alberta, on the railroad. Clean stock, large turn over, store dwelling above, warehouse on track. Amount of cash required five to ten thousand dollars to get in. Only those who mean business and have the money need apply to this advertisement. L. T. Mewburn & Co., Ltd., Wholesale Grocers, Calgary. (17)

WANTED.

AGENTS Wanted—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or \$36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

AGENCY WANTED for Great Britain by firm established 20 years. Goods selling amongst grocers preferred. Address, The "Oxvil" Coy., 381 Kingsland Road, London, N.E.

SALESMAN, with connection amongst general store-keepers in Manitoba and Saskatchewan, requires another commission. Box 7, CANADIAN GROCER, Winnipeg.

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay Points, New Ontario, Box 190 CANADIAN GROCER, Toronto [16]

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to N. Roberval, Lake St. John, Que. (18)

WHOLESALE grocery, manufacturing department, pickles or preserves.—Position wanted as foreman or up to date practical man, pickles, catsup, preserves, carbonated beverages, extracts, baking powder, self-raising flours, powdered sugar, cleaned currants, table syrups, sauces and many other food products, also blueing, ammonia, &c. Thoroughly experienced in everything relating to above lines. Testimonials as to character and ability. Apply, Practical, CANADIAN GROCER.

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

FOR SALE

NATIONAL CASH REGISTER, new Wilson computing scale, new brass balance scale, Bowser oil tank, 6 ft. show case; all in good condition. R. McG. ARCHIBALD, TRURO, N.S. [14]

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4873. (19)

FOR SALE—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

GENERAL store and stock, "Leeds County"; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

CANNING MACHINERY FOR SALE

2 Sprague Corn Cutters, 1 Conant Corn Cooker (single), 1 Silking Machine, 1 Pea Huller, 1 Pea Grader, 1 Pulping Machine. All of the above machinery is in good working order.

THE SUSSEX PACKING CO., Limited
SUSSEX, N.B. [17]

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Castletook, Que. (15)

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (16)

FEATURES OF THE PACKING INDUSTRY.

An Interesting Letter From Manager of an Ontario Factory.

In its issue of March 26th the Cincinnati Price Current quotes from a letter it has received from the manager of one of the large pork packing establishments in Ontario. The letter, which contains features of much interest regarding the present conditions and tendencies of the Canadian trade, is given herewith:

"There is an increasing tendency on the part of farmers in this province, from which most of the hogs come, to grass their farms, in place of raising grain, and as the area under grass increases the quantity of hogs decreases. This tendency arises from a number of causes, perhaps the most important being that our Northwest Provinces have attracted the young men from the farms of Ontario, and many farmers who have borne the burden and heat of the day over many years, and have earned a competency, in the absence of their sons, do not care to raise grain and charge themselves with the labor of feeding hogs, and competent hired help is expensive and difficult to secure. They find it easier to grass the land and feed cattle. Then there has been for some years a persistent agitation carried on, based upon an apparent impression that the prices of hogs in Canada were ruled by a combination of packers. The curious part of it is that there has been not only no combination, but no semblance of one, the trade being fiercely competitive, without as far as we are aware any understanding whatever between the curers. Nevertheless it has been productive of a good deal of bitterness and has been fomented by farmers' papers looking for circulation, and by politicians looking for votes. The result has been that in place of the industry being viewed sympathetically, there is a good deal of temper, and willingness to punish the packers for their alleged improper conduct, by shutting off supplies.

"We have in this province at present killing capacity in the various packing houses, including Montreal and Hull, Province of Quebec, for about 50,000 hogs weekly, while the deliveries will not exceed 20,000 to 25,000 hogs a week. You can easily understand what this means, particularly as there are no great central markets where hogs are sold as in Chicago and other points in the United States. We have the vicious system of purchasing on an f.o.b. basis, which means that a drover buys his hogs from farmers, loads them on the cars, and the packer assumes all responsibility of weights and selections delivered into the cars without being present to verify either. The type of competitive conditions set up by this class of purchases gives the drover an opportunity to peddle by telephone his week's shipment, finally forwarding it to the packer who gives the last and best bid."

G. G. Patterson, Jerseyville, Ont., has taken over the general store business of Geo. Bonney.

H. F. Seward, general merchant, of Stettler, Alberta, has taken over the stock of the late firm of Bonneive & Rosse, of that town.

TOBACCO FROM BRITISH COLONIES

Fine Specimens Exhibited at Exhibition Held in London.

The tobacco exhibition which is being held at the Royal Horticultural Hall, Westminster, London, is proving conclusively what charm there is about cigars, cigarettes and mixtures of the Virginian weed. Thousands of smokers are flocking to the exhibition, which is a wonderful success. They find they can there indulge in the finest and most delicately flavored qualities of the divine weed. Although the finest cigars and choicest mixtures of tobacco in the world are exhibited for sale, the bulk of the visitors seem to prefer the gentle exhilaration and soothing, social comfort to be extracted from the cigarette.

The consumption of cigarettes in Great Britain has attained gigantic proportions. The manager of a leading American company remarked that if, as it is said, one-half the tobacco consumed at present is vaporized a la cigarette the mark will probably not be overstepped if 16,512,000,000 is taken as approximating to this figure, which would put about three hundred and eighty-four cigarettes into the mouth of each unit of the population in a year. Some idea is thus given as to what the little paper covered roll of tobacco has attained in popularity.

Some fine specimens of cigarettes made from tobacco grown in the Transvaal, Central Africa, Jamaica and British Columbia are shown. Although the choicest tobacco will always come from America, it is hoped by manufacturers that the British trade will be supplied in large part from the colonies.

The importance of tobacco goods in the commerce of the British nation is incontestable, no less than £25,000,000 (\$125,000,000) being the amount spent in the recent year in the United Kingdom on tobacco goods, which means that each person, counting women and children, expended on an average more than half a sovereign with this trade, or if smokers only were reckoned, a very much larger sum. Half a sovereign per head represents two pounds. In Australia the figure is 2.59 pounds, in the United States 5.40, the highest in the world, and Germany 3.44.

The Chancellor of the Exchequer in 1906 reported in the House of Commons that he got £13,380,878 (\$66,904,390) from the tax on tobacco. This was a record figure, but the total consumption of recent years has shown a continuous increase.

WILL OPEN IN TWO WEEKS.

Montreal Factory of National Licorice Co. About Completed.

Within two weeks it is expected that the new factory of the National Licorice Company in Montreal will be in full operating order. The manufacture of the various lines produced in the company's Brooklyn factory will then commence, and thereafter the Canadian trade will be looked after by the Montreal branch.

A BRIGHT PUPIL.

Teacher—"Mary, please give me the answer to this sum: If your father

owed the grocer \$7.58, and the baker \$1.42, and \$25 for rent, how much would he have to pay the grocer, the baker and the landlord?"

Mary—"He wouldn't have to pay anything."

Teacher—"How do you figure that out?"

Mary—"We're going to move."

TRADE NOTES.

L. J. Gilbert, grocer, of Montreal, has made an assignment.

H. Aubin, general merchant, of East Angus, Que., has assigned.

Valentine & Co., grocers, of Windsor, Ont., are discontinuing their business.

F. L. Smith, grocer, of Simeoe, Ont., has been succeeded by H. H. Schuyler.

Stephenson & Co., general merchants, of Norwood, Ont., have made an assignment.

Herb. Wiggins, Queensboro, Ont., has purchased the general store business of Alex. Howe.

J. Spence & Co., general merchants, of Bird's Creek, Ont., have been succeeded by Fred. Mullet.

D. L. MacDonald, representing J. M. Brayley, Montreal, spent a couple of days in Quebec last week in the interests of the Kentucky Refining Co., which firm Mr. Brayley represents. Mr. MacDonald succeeded in placing four earloads of cotton seed oil, not so bad for one trip.

Do You Smoke ?

Even if you don't (which is surely quite unlikely) lots of your customers do, which is the soundest of all reasons why you should try a package of

T. & B.

Yourself or get a smoker friend to tell you what he thinks of it. Do this; and you'll come to the conclusion that you really owe it to yourself to sell T. & B.

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

GROCERY FACTS

Something About the Goods Handed Over the Counter Every Day.

SOMETHING ABOUT PEPPER.

The use of pepper was known to the ancient Greeks and Romans as early as the time of Alexander the Great, being a staple article of commerce in the early trade between Europe and India before the days of cotton, tea and sugar. Its excessive cost is said to have been one of the inducements which led the early Portuguese navigators to seek a sea route to India.

Pepper is entirely tropical in its requirements, and seems to thrive best in a moist, hot climate, with an annual rainfall of at least 100 inches and soil rich in leaf mold. The plant grows some twenty feet in height, but in cultivation is usually restricted to ten or twelve feet. The leaves are glossy, broadly ovate, with five to seven nerves and grow opposite and alternate to a pendulous spike five to eight inches long containing twenty to thirty white flowers that ripen into a one-seeded fruit with a fleshy exterior. This fleshy berry covering a soft stone, is about the size of a pea and is at first green, but in ripening turns red and then yellow. The berry contains a resin to which it owes its hot, pungent taste, and a volatile oil that gives off an aromatic scent.

The white pepper is the black pepper decorticated by maceration and rubbing. The plant produces fruit in three years and is probably at its best for the next seven or eight years.

A single palm or tree sometimes supports eight or twelve vines, giving an average annual yield in good seasons of about 1,000 berry spikes to the vines on one palm. These spikes or clusters of berries vary in size, but 1,000 should yield on an average five pounds of dried pepper. An acre is reckoned to bear 2,500 plants, to cost about \$20 in outlay, and to yield a product of \$400 when in its best condition.

The flowers appear in July and August, and the berries about seven months later. The berries may or may not be sorted as they are plucked. If they are sorted, those fully ripe are separated. These are soaked in water for seven or eight days, or heaped so that the pulp ferments, and are then rubbed by hand or on a coarse cloth, if the quantity is small, or trampled under foot if the quantity is large. The pulp is thus rubbed off the inner stone. This stone furnishes the white pepper of commerce. The pulp is completely removed by washing in baskets in running water. The pepper is then dried by exposure to the sun for about a week. This becomes pale grey or pale drab in color. It has also a bleaching effect, and the pepper can be bleached whiter by a chemical agency.

White pepper is less pungent and more expensive than black.—Merchants' Review.

PRUNES IN THE MAKING.

In curing prunes the fruit is permitted to drop, and is never considered fully ripe or in proper condition for drying so long as it hangs on the tree. The fruit is first dipped in a solution of lye in order to break the skin, then

washed in cold water and spread out upon trays in the sun. It is necessary to cut the skin with the lye or the fruit will not dry properly. Prunes are not sulphured, except in the case of ruby prunes, which are simply the black French prunes bleached with sulphur.

In the many years' experience of a large firm of dried fruit grocers in the line, they had learned from what varieties of fruit and from which farmers they could get the best results. "It is always our aim to handle the crops of men who thin their fruit properly," said a member of the firm, "and who carefully pick and properly dry their crops. Such men are scarce as compared with the total number engaged in the fruit business in this state. The fruit comes to us just as it is taken from the trays, and is run over a grader, which sorts the fruit into the various sizes. This grader is made up of a series of perforated zinc plates, with apertures of the proper size for standard, choice and extra choice. Anything larger than extra choice goes over the end of the grader, and is carefully sorted by hand."

To grade fruit properly, the grinder is run very slowly, but it has become a very common custom to reduce grades considerably by increasing the speed of the grader, which throws a percentage of standard fruit into the choice, choice into the extra choice, etc. This is one of the tricks of the trade, and accounts often for a variation in price on the same grade of goods.

After the fruit is graded for size, it is graded for quality, for in many instances fruit may be of the proper size, while it lacks style in appearance, in which event it is often necessary to drop it back a grade. This is particularly true of the higher grades.

In grading prunes it is impossible to get an accurate count, and they are blended after grading to get them to the proper size. It has become the custom to fill orders on the seven point—that is, a 47 is considered a 40-50 prune, and a 57 a 50-60 prune, and so on.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

The best in the world are made by **McDOUGALLS**

Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Established 1887

JOS. COTE, QUEBEC

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC
N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**IT IS TIME
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

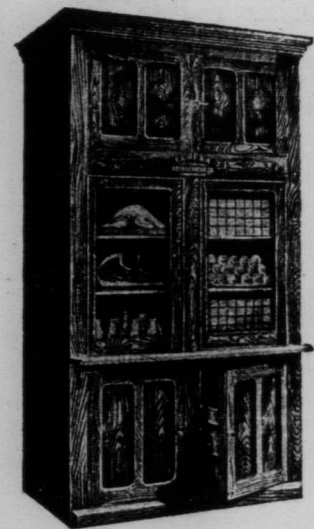
WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of
Modern Store Fixtures
Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



**REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

Ever Lie Awake Nights?



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes? You can install the

**Allison
Coupon
System**

and sleep soundly every night.

HERE IS HOW THE PLAN WORKS :

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing
Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton
Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

ke Nights?

trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes? You can install the

Allison Coupon System

and sleep soundly every night.

PLAN WORKS :

t for \$10.00 and you r it, give him a ok, and have him sign front of book, which charge him with \$10.00. a dime's worth, tear off on, until the book is \$10.00 and gets another charging, no lost time,

are recognized every-

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DUPON CO.

Indiana.

IN CO., Ltd. Agents

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BOOKS

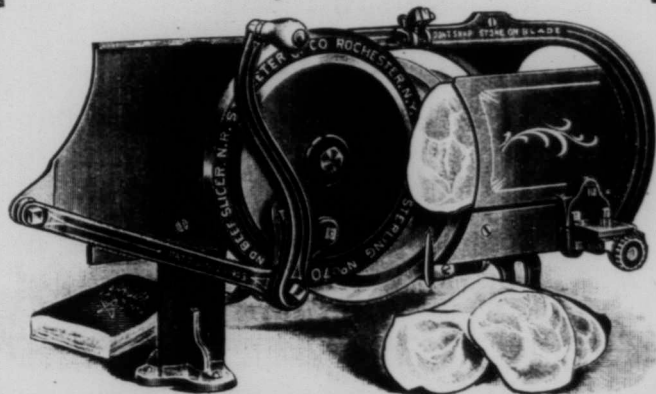
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TAGS

ook Co., Ltd.

L

The Ends of the Meat will Pay for It



THE STERLING SLICER

Cuts perfectly Bacon, Boiled Ham and Boneless Meats of all descriptions.

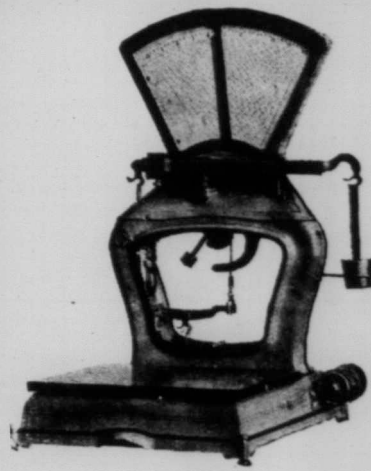
It is equal to any one hundred dollar slicer on the market and has the additional advantage of being able to slice the ends.

A High Grade Slicer at a Low Price

Write us for illustrated booklet containing testimonials from prominent grocers and butchers who are using it.

HOWARD BROS. Brantford

CANADIAN AGENTS



NO. 70 MODEL

BEFORE
YOU
BUY
A
COMPUTING
SCALE

Find out all about the STIMPSON—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO. DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - WOODSTOCK, ONT.

TWO IMPORTANT REASONS



CUT 10—Outdoor Cabinet

There are two essential reasons why you should store your gasoline in a Bowser Tank :

- 1st Because you are in danger without one.
- 2nd Because you are losing money without one.

There are still more reasons in Catalogue B.

Send for it.

S. F. BOWSER & Co., Limited

66-68 FRASER AVE., - TORONTO, ONT.

If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.

MAKING ALTERATIONS

is an easy matter if you let me make them for you. I will design and make fittings that will help bring business to your store. Prices right, too! Write or phone.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357. Toronto

SPRAGUE

CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

Ridgeway's Collecting Agency
11 St. Sacramento Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

When writing to advertisers, kindly mention having seen the advertisement in this paper.

It isn't so much a question of "Getting Along"
 ---the other fellow may get along so much faster
 that you won't be
What you want to do
Your best asset

"ENTERPRISE"

with new **Total Registering Device**

The saving of time will doubly pay for it.

The convenience alone will make it worth all it costs.

It is cleaner, as it dispenses with the use of measures and the consequent presence of flies and dirt.

Accurately measures molasses, heavy oils, tar and other thick liquids.



in the race---
 is to "Get Ahead"
 is "ENTERPRISE"

SELF-PRIMING & MEASURING PUMP

Has total registering device showing when stock is low in barrel.

NO. 97 Pump costs \$6.00; Auger, 75 cents; Extension Tube, 50 cents a foot.

Write for Illustrated Catalogue of all the Enterprise Specialties

The Enterprise Mfg. Co. of Pa.
 Philadelphia, U.S.A.

HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
 JAS. F. SONNE, Proprietor and Manager
 193 Commissioners Street, - Montreal

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
 JOBBERS

1/4-lb. tins—3 doz. in case

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
 For Sale by All Wholesale Dealers.
 SEE THAT YOU GET THEM.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
 THE CANADIAN GROCER.

Another Store-keeper Sued for Damages

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. — is seeking to recover in the courts \$15,000 from Mr. C. G. — who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

MORSE BROS., Props. - Canton, Mass., U.S.A.

THE METROPOLITAN BANK

Capital Paid Up. - - \$1,000,000
 Reserve Fund, - - \$1,000,000
 Undivided Profits, - - \$ 133,133

GENERAL BANKING BUSINESS

We Drafts bought and sold.
 Solicit Letters of credit issued.
 Your Collections promptly attended to
 Account

SAVINGS DEPARTMENT

open at all branches.
 Interest allowed on all deposits
 of one dollar and upwards.

WESTERN Incorporated 1851
ASSURANCE
COMPANY. **FIRE AND MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
 Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
 W. R. BROCK, Vice President
 W. B. MEIKLE, General Manager
 C. C. FOSTER, Secretary



THE TELEPHONE

Is a companion, friend and servant combined.
 Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
 Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company
 A. D. 1833
FIRE & MARINE
 Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
 Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
 D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
 Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
 Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
 ASSETS - - - - - 2,162,753.85
 LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

HOTEL DIRECTORY

TOWER HOTEL GEORGETOWN
 DEMERARA
 BRITISH GUIANA.
 This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer wharves, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE
 Corner of Main and Lamaha Streets
 GEORGETOWN, DEMERARA.
 Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

VICTORIA LODGE
 HAMILTON, BERMUDA
 Mrs. J. F. SMITH Proprietress.
 Opposite Victoria Park and Cedar Ave.
 Private Board \$12 to \$14 per week.
 Open Nov. Closes in May.

THE GRAND UNION
 The most popular hotel in
 OTTAWA, Ont. JAMES K. PAISLEY, Prop

WINDSOR HOTEL
 HAMILTON, BERMUDA
 This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

WINTER RESORT
QUEEN'S PARK HOTEL
 PORT OF SPAIN, TRINIDAD, B.W.I.
 JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

HALIFAX HOTEL
 HALIFAX, N.S.

Persons addressing advertisers will kindly mention having seen advertisement in this paper.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
 Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto.
 465 Temple Building, Montreal.



Your Customers Will Buy

No other fruit jar when they hear about the **Schram Automatic Sealer**

A fruit jar that is easy to seal—Easy to open—and an absolute perfect SEALER every time.

They are better made than other jars. Clear Glass—no sharp edges. Every one perfect. 8,200,000 Schram jars sold in 1907.

Ask your jobber, if he cannot supply you, write us.

"The Price is Right."

Schram Automatic Sealer Co.,

of Canada, Limited

WATERLOO,

ONTARIO



To Seal—Merely place cap over jar and press gently into place—That's all.



To Open—Insert the blade of a knife and raise the edge—That's all.

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S.A.

**FIRE
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MARINE**

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L.D.

Lash, K.C.

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ADITORS

Estate and
St., Toronto.
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Jams and Jellies.

BATON'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$ 2 30
THOMAS J. LIPTON
Prices on application.
E. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07 1/2
7 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb. 0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in
case, per doz. \$1 50
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Jelly Powders

GENESE PURE FOOD CO.
Jell-O—The dainty desert
Assorted case, contains 2 doz. \$2 25
Lemon (straight), " 2 " 2 25
Orange " " 2 " 2 25
Raspberry " " 2 " 2 25
Strawberry " " 2 " 2 25
Chocolate " " 2 " 2 25
Cherry " " 2 " 2 25
Peach " " 2 " 2 25

THE ROBERT GREIG
White Swan, 15 flavors
1 doz. in hand-some
counter carton, p r
doz., 90c.



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD
LARD COMPOUND.
Tierces....\$0 09
4-bbls. 0 09 1/2
Tubs, 60 lbs. 0 09 1/2
20-lb. Pails. 1 90
20-lb. tins. 1 80
Cases 3-lb. 0 10
" 5-lb. 0 09 1/2
" 10-lb. 0 09 1/2



Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks)... per box 1 35
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can \$ 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans... per can \$ 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 30 5-lb. cans... 1 50
" Purity " licorice 10 sticks... 1 45
" 100 sticks... 0 75
Dulce large cent sticks, 100 in box... 0 75

Lys (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$5 50
5 cases or more \$ 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars;
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case... per doz. \$ 1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shrod marmalade, 3 doz. case,
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 30
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethy's condensed, per gross net... \$12 00
per case of doz. net... \$ 00

Mustard.

COLMAN'S OR KERN'S.
D.R.F., 1-lb. tins... per doz. \$ 1 40
" 1-lb. tins... " 5 00
" 1-lb. tins... " 5 00
Durham 4-lb. jar... per jar. 0 75
" 1-lb. jar... 0 25
F. D. 1-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's... \$5 75
" pta. 34's... 6 50
" pta. 34's... 35

Sauces.

PATERSON'S WORCHESTER SAUCE.
Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

Soda.

DOOR BRAND.



Case of 1-lb. contain-
ing 60 packages pe-
r box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 90
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 90 pkgs. per
box, \$3

MAGIC BRAND.

Per case
No. 1, cases, 60 1-lb. packages... \$ 75
No. 2, " 120 1-lb. " " " \$ 75
No. 3, " 30 1-lb. " " " \$ 75
No. 4, " 60 1-lb. " " " \$ 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case... \$ 75
5 cases... \$ 3 75

Soap and Washing Powders.

A. F. TIFFET & CO., Agents.
Marpole soap, colors... per gross \$10 50
" black... 15 50
Oriole soap... 10 50
Gloriola soap... 10 50
Straw hat polish... 10 50

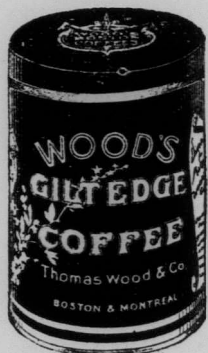
Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb
No. 1 White or blue, 4-lb. carton... \$ 0 75
No. 1 " " 2-lb. " " 0 07
Canada laundry... 0 06
Silver gloss, 5-lb. draw-lid boxes... 0 08
Silver gloss, 5-lb. tin canisters... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kings silver gloss, large crystal... 0 08
Benson's starch, 1-lb. cartons... 0 08
No. 1 white, 1-lb. and 2-lb. pkgs. 0 06 1/2
Canada White Gloss, 1-lb. pkgs. 0 06 1/2
Benson's enamel... per box 1 50 to 2 00
Culinary Starch—
Benson & Co.'s Prepared Corn... 0 07 1/2
Canada Pure Corn... 0 06 1/2
Rice Starch—
Edwardsbury No. 1 white, 1-lb. car. 0 10
" " " 1 " or blue, 4 lb. lumps... 0 04

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 04
Finest Quality White Laundry—
2-lb. Canisters, cases of 40 lb. 0 07
Barrels, 500 lb. 0 06
Kegs, 100 lb. 0 06

Spring and Its Promises



ESTABLISHED 1879

Spring is with us again according to the official date. May it return with warmth our warm welcome.

"The outlook for Spring business is very promising," is the verdict of competent investigators, and this means that all commercial lines will be enlivened by new energies.

Whether for the first time or otherwise, remember that the introduction of

WOOD'S COFFEES

means "renewed energies" in that department for your benefit. They are the active, tireless, steady, enterprising friend to the grocer.

Canadian Factory and Salesrooms :

No. 428 St. Paul Street

MONTREAL

White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0.18
3-lb. top tins, 3 in case	0.18
5-lb. enameled tin canisters, 3 in case	0.07
Kegs, ex. crystals, 100 lb.	0.07
Brantford Gloss—	
1-lb. fancy boxes, cases 30 lb.	0.18
Canadian Electric starch—	
Boxes of 45 cartons, per case	3.60
Ordinary—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0.64
Jo. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0.07
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.	0.07
SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4.75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0.07
Durham corn starch, 40 lb.	0.06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0.07
" 5-lb. cartons, 36 lb.	0.07
" 200-lb. bbl.	0.06
" 100-lb. kegs.	0.06
Canada Laundry, 40 to 46 lb.	0.06
Ivory Gloss, 8-6 family, pkgs., 48 lb.	0.08
" 1-lb. fancy, 30 lb.	0.08
" large lumps, 100-lb kegs	0.07
Patent starch, 1-lb. fancy, 30 lb.	0.08
Alton Glass 1-lb. packages 40-lb.	0.06
Coldwater Ivoryine Starch, per box, 40 pkgs.	3.00
Stove Polish.	
Per gross.	
Rising Sun, 6-oz. cakes, 1-gross boxes	5.50
Rising Sun, 3-oz. cakes, gross boxes	4.50
Sun Paste, 10c. size, 1-gross boxes	10.00
Sun Paste 5c. size, 1-gross boxes	5.00

For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD	Per gross
6a size	\$ 4.00
2a "	2.50
NICKLE PLATE STOVE POLISH.	
Pints	2.90
Quarts	5.40
1/2 gallons	5.10
Gallons	4.80
gallons	4.50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.	0.03 per lb.
Half-barrels, 350 lbs.	0.03 "
Kegs, 150 lbs.	0.03 "
2-gal. pails 25 lbs.	1.25 each
3 " 38 1/2 lbs.	1.70 "
Plain tins, wire label—	Per case
5 lb. tins, 2 doz. in case	2.40
10 " " " "	2.75
20 " " " "	2.85
30 " " " "	2.60
(5, 10 and 20 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0.03 per lb.
Half-barrels, 350 lbs.	0.03 "
Kegs, 150 lbs.	0.03 "
2-gal. pails 25 lb.	1.25 each
3 " 38 1/2 lbs.	1.50 "
2-lb. tins, 24 in case, per case	2.40
5-lb. " 12 " " "	2.75
10-lb. " 6 " " "	2.85
30-lb. " 3 " " "	2.60

Brown Label, 1's, 1's	\$0.25	\$0.30
Green Label, 1's and 1's	0.21	0.35
Blue Label, 1's, 1's, 1's and 1's	0.20	0.30
Red Label, 1's and 1's	0.28	0.50
Gold Label, 1's	0.44	0.60

Green label, 1's only	0.20	0.25
Blue " 1's and 1's	0.24	0.30
Orange " 1's and 1's	0.30	0.40
Pink " 1/2's & 1's tins	0.35	0.50
Red " Dominion blend,		
1's and 1's	0.44	0.60
Gold " Afternoon blend,		
1's and 1's	0.50	0.70

Blue Label, 1's	\$0.20	\$0.35
Blue Label, 1's	0.21	0.35
Orange Label, 1's and 1's	0.23	0.30
Brown Label, 1's and 1's	0.28	0.40
Brown Label, 1's	0.30	0.40
Green Label, 1's and 1's	0.35	0.50
Red Label, 1's	0.40	0.60

Red Label, 1-lb. and 1/2	\$0.35	\$0.50
Blue Label, 1-lb. and 1/2	0.38	0.40
Green Label, 1-lb.	0.19	0.25
Green Label, 1/2	0.30	0.35
Japan 1's	0.19	0.25

Yellow Label, 1's	0.21	0.25
" " " "	0.21	0.25
Green Label, 1's and 1's	0.22	0.30
Blue Label, 1's and 1's	0.25	0.35
Red Label, 1's, 1's and 1's	0.30	0.40
White Label, 1's, 1's and 1's	0.35	0.50
Gold Label, 1's and 1's	0.42	0.60
Purple Label, 1's and 1's	0.55	0.80
Embossed, 1's and 1's	0.70	1.00

Cases, each 60 1-lb.	\$0.35
" " 60 1-lb.	0.35
" " 120 1-lb.	0.35

Black, green, mixed, 1's	0.70	1.00
" " " "	0.55	0.80
" " " "	0.44	0.60
" " " "	0.40	0.60
" " " "	0.38	0.50
" " " "	0.35	0.50
" " " "	0.32	0.40
" " " "	0.25	0.30
" " " "	0.24	0.30

Black Label, 1-lb., retail at 35c.	\$0.20
" " " "	0.21
Blue Label, retail at 30c.	0.22
Green Label, " 40c.	0.30
Red Label, " 50c.	0.35
Orange Label, " 60c.	0.42
Gold Label, " 80c.	0.55

Wood's Primrose, per lb.	0.40	0.60
" Golden Rod	0.35	0.50
" Fleur-de-Lis	0.30	0.40

THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 8s, and 12s	0.46
" Amber, 8s and 3s	0.60
" Ivy, 7s	0.60
" Rosebud, 7s	0.51

Old Fox, 12s	0.48
Snowhite, 6s	0.51
Pay Roll, 7s	0.56
Stag, 10 oz.	0.45
Bobs, 6s. and 12s.	0.45
" 10 oz. bars, 6s.	0.45
Fair Play, 8s. and 13s.	0.53
Club, 6s. and 12s.	0.46
Universal, 13s.	0.47
Dixie, 7s.	0.51

Cote's Fine Cigarettes 1-10	\$15
V. H. C., 1-20	25.00
St. Louis (Union), 1-20	33.00
Champaign, 1-20	35.00
El Sergeant Premium, 1-20-1-40	55.00
J. O. Ol, Havana P. Finos, 1-20	75.00

Petit Havana, 1/2, 1-12-1-6	0.40
" 1-9	0.68
Cote's Choice Mixture, 1-lb tins	0.75
" " 1-lb "	0.7

A-4 string, plush finish	\$4.75
B-4 " fancy "	4.00
C-4 " plush "	4.19
D-4 " fancy "	3.55
F-4 " wire "	3.65
G-3 " " "	3.40
I-3 " " "	2.90

No. 0, per doz.	\$11.00
No. 1, per doz.	9.10
No. 2, " 7.50	6.10

No. 1, 2-hp. pails	\$1.10
No. 1, 3-hp. pails	2.15

Pony per doz.	\$ 1.10
Crown	1.75
Improved Globe	1.95
Standard Globe	2.35
Original Globe	2.35
Superior Globe	2.50
New market King	2.70
Jubilee	2.75
Diamond King Glass	3.35

5 gross loose, per case	0.55
4 " packages, per case	0.61
6 " " "	0.82

Royal yeast, 3 doz 5 cent. pkgs	\$1.10
Gillett's cream yeast, 3 doz. in case	1.10

"Batger's"

Lime Juice Lemon Squash

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them.

They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

Genuine Merit



and good value are the reasons why all women prefer to buy

Paterson's Worcester Sauce

All Grocers should sell it—if they don't they miss sales.

ROSE & LAFLAMME
Agents, Montreal and Toronto

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Cowan Co., Toronto.
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National Licorice Co., Brooklyn, N. Y.
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Woods, Walter, & Co., Hamilton.
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Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
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Norton Mfg. Co., Hamilton
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Minto Bros., Toronto.
Paterson, E., & Sons, Glasgow, Scot.
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Syrington, T., Edinburgh, Scot.
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Warren, G. C., Regina, Sask.
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ST. CATHARINES**

GROCERS and BAKERS!

It will pay you to look over Bulletin No. 143, recently issued by Inland Revenue Department (Ottawa). It contains Government reports on Cream Tartar.

Study it carefully, and after doing so we think you will always insist on getting

GILLETT'S CREAM TARTAR

The report does not do this Company's goods justice in many ways, yet you will readily see we make the best showing.

Chemically pure Cream of Tartar means that which contains 97.50% Potassium Bitartrate. We send out none testing less than from 98% to 99.95%.

**E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.**